

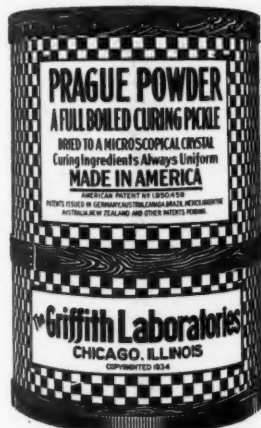
PRAGUE POWDER

Registered U.S. Patent Nos. 2054623, 2054624, 2054625, 2054626

Is a Full Boiled Pickle Dried to a soft, fluffy salt mass ready to be remade into a second pickle

A Boiled Sterilized Pickle

Prague Powder is the only fused nitrate and nitrite cure. There are no imitations. Common Salt mixtures are not in the same class. They are not uniform. Prague Powder is always uniform.



A Dry Pickle

PRAGUE POWDER has all the curing elements combined in each particle and dissolves quickly, creating a lasting color on the lean of the meat, giving a rich ripe flavor.

PRAGUE POWDER PICKLE

is developed one step further than fresh pickle. Its absorption creates immediate action as a color fixative.

PRAGUE POWDER is a pre-prepared curing salt or a dry pickle.

PRAGUE POWDER is a full boiled pickle containing all the curing ingredients necessary to cause deep penetration and high color fixation.

"A SAFE, FAST CURE"

MEETS B. A. I. REQUIREMENTS

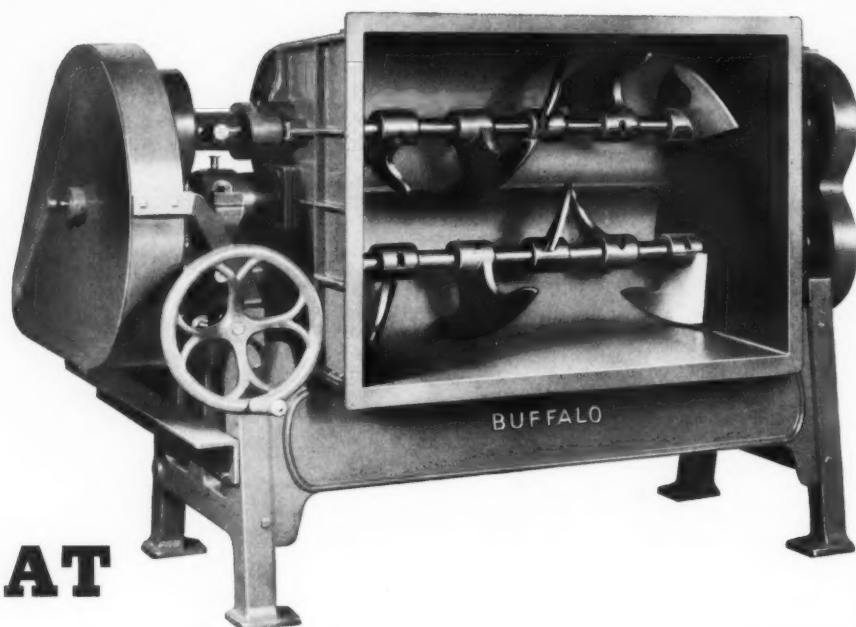
THE GRIFFITH LABORATORIES

1415-31 West 37th St.

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A TON AT A TIME SAVES OVERTIME

That's the reason for the increased popularity of the "BUFFALO" Model No. 6 Mixer which rapidly and uniformly mixes a full 2,000 lbs. of sausage meat.

Using a larger "BUFFALO" Mixer is simply another way of saving time and of overcoming the problem of increased costs by getting the daily production out in shorter hours.

To eliminate hand labor and increase plant efficiency, many of these mixers have been equipped with the "BUFFALO" Air Tilting device making unloading an easier and faster operation.

"BUFFALO" Mixers are furnished in seven sizes with the stainless steel or steam jacketed tubs or with the latest development, the vacuum cover.

Consider the time saved and the money earned over a period of many years when investing in a new "BUFFALO" Mixer and write for the latest Mixer catalog to-day.

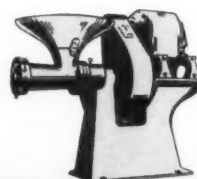
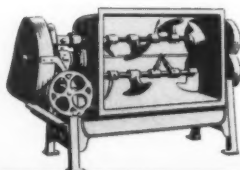


JOHN E. SMITH'S SONS COMPANY

FIFTY BROADWAY, BUFFALO, N. Y.

Chicago - 11 Dexter Park Ave. Los Angeles - 2407 S. Main St.

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BUFFALO SAUSAGE MACHINERY

WHAT GOES UP WILL COME DOWN



Prepare with the **NEVER FAIL** **3 DAY HAM CURE**

PORK prices, currently at eight year highs, are *bound* to come down. All indications point that way. This year's bumper corn crop means heavier feeding schedules, heavier hog shipments. Declining prices in other commodities and securities will surely affect pork prices.

Don't risk an inventory loss by cramming your curing cellar with high-priced hams. Keep your stock moving with the NEVER-

FAIL 3-DAY HAM CURE. Then you'll always have plenty of liquid funds to invest at lower prices.

You'll be delighted to find that the NEVER-FAIL 3-DAY CURE produces a ham *superior* in flavor and tenderness to the foreign product which has gained so much favor here. Let us show you, with a demonstration *in your own plant*, how to get a *perfect* fast cure. Write us!

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THE NATIONAL PROVISIONER

THE MAGAZINE OF THE MEAT PACKING AND ALLIED INDUSTRIES

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Daily Market Service (Mail and Wire)

"THE NATIONAL PROVISIONER
DAILY MARKET SERVICE" reports
daily market transactions and
prices on provisions, lard, tallow
and greases, sausage materials,
hides, cottonseed oil, Chicago hog
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"BOSS" SAUSAGE MACHINES IN DEMAND

We have made this statement for quite some time; here is another proof!

The four grinders shown in process are our No. 451, designed and built especially for medium-size plants that require heavy-duty machines.



"Boss"
for

**Best
Of
Satisfactory
Service**

Note the well-balanced, sturdy construction of these "BOSS" Grinders. The stand for the motor also serves as housing for the magnetic controls. Push-buttons and the overload relay reset button are on the outside for ready access.

These machines may be furnished with two-speed motors, which permit operating the feed screw at half speed when the motor is switched into low. This is of decided advantage for plants

making fresh pork sausage which places a heavy demand upon the machine.

A safety ring around the hopper, for immediate stopping of motor and feed screw, is optional and can be furnished with the machine. This safety ring, when held off normal, will reverse the turn of the feed screw.

Further details on these machines will be gladly furnished on request.

The Cincinnati Butchers' Supply Corporation

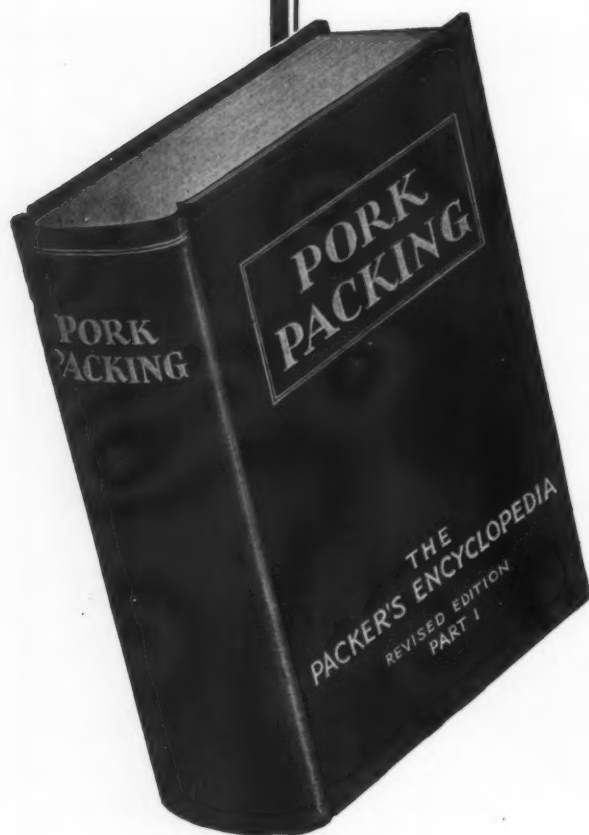
324 Exchange Ave., U. S. Yards,
Chicago, Illinois

Mfr. "BOSS" Machines for Killing,
Sausage Making, Rendering

1972-2008 Central Ave.
Cincinnati, Ohio



Pork Department PROFITS



depend on how you operate the pork division of your plant. So important is this activity that this whole 360-page volume is devoted to discussion of the problems which come up in pork packing—practical solutions that make for greater efficiency in operation.

KNOW YOUR COSTS — Particular emphasis has been laid on figuring of tests, which plays such an important part in pork operations. 100 pages of tables showing results of actual tests are a guide to the packer who wants to know how his product will figure out.

CONTENTS

Buying — Killing — Handling Fancy Meats — Chilling and Refrigeration — Cutting — Trimming — Cutting Tests — Making and Converting Pork Cuts — Lard Manufacture — Provision Trading Rules — Curing Pork Meats — Soaking and Smoking — Packing Fancy Meats — Sausage and Cooked Meats — Rendering Inedible Products — Labor and Cost Distribution — and Merchandising.

POSTPAID \$6²⁵

FOREIGN: U. S. FUNDS

FLEXIBLE LEATHER
\$1.00 EXTRA

Utilizing the hog carcass to best advantage is a day-to-day problem, requiring not only constant study of markets, but also application of the results of this study to daily operations in the plant. "PORK PACKING" tells you how to match your output to the market demand.

For the Sausage Manufacturer

Chapter XIV: Stuffing the Casings — Handling large sausages — Smokehouse temperatures — Use of cookers and vats — Avoiding mold and discoloration — Trimmings — Curing — Mixing — Chopping and stuffing — Casings — Surface mold — Dry sausage — Sausage cost accounting — Sausage formulas — Manufacturing instructions — Container specifications — Preparing boiled hams — Making baked hams.

The sooner you order your copy the sooner you'll profit. ORDER NOW!

THE NATIONAL PROVISIONER

407 South Dearborn Street

Chicago, Illinois

THIS LETTER WON \$25⁰⁰

Wins Back Trade

by Robert Snair

THE majority of our customers are among the working class. With the prevailing high prices on fresh meats we noticed that quite a few of them went to cut-rate stores to purchase their meats. This meant lost business for us not only in the meat department but in our grocery department as well.

On pages 18 and 19 of the July issue of CHAIN STORE AGE I came across the Armour advertisement telling about its canned meat. On page 83 I also read the American Can Company's story about selling more canned meats. These two advertisements gave me the idea of trying to sell my wandering customers on these products.

Our company recently stocked the Armour line and had sent us a display stand for the products. As canned meats had been more or less of a dead item in our store I did not make use of the display. Now I took the display stand out of the back-room and set it up in the most prominent spot in the store. It consisted of two bins, which we filled with dump displays of canned beef and Vienna sausage. Across the top was a shelf, where we place one of each of the Armour products. Every other day the items in the bins were changed and different ones shown.

By calling the attention of customers to the recipes on each can and also to the Good Housekeeping Seal thereon, we made many sales. We made a special effort to sell customers who had been going elsewhere for meat and in almost every instance were successful. Strange as it seems, this promotion has helped our meat department. When a customer went elsewhere to purchase her meats, the meat man lost all of her business. Now he sells her bacon, cheese, lunch meats and seafoods.

CANCO AD HELPS GROCER SELL MORE CANNED MEATS

THIS SUMMER I'LL SELL MORE CANNED MEATS than ever before

Here's how I intend to do it...

FIRST I'll set up an inviting display of various kinds of canned meats where my customers will be sure and see it. There's no guessing about the facts. Displays do make sales!

NEXT I'll show them a plate of the meat that I've arranged, like this! Then I'll put a combination price on the several different kinds needed to make up a similar plate.

BUT I won't depend entirely on my displays—not on your life! I'll sell my customers on the idea of keeping some canned meats on their pantry shelves for emergencies—unexpected guests when the stores are closed; bridge lunches; late evening snacks—and also on the idea of their being easy to serve. I'll suggest them for camping trips and for those customers who spend part of each year in trailers. Why not try my way just once? I'm sure you'll find it profitable!

THEN I'll have a related sales display—corned, baked beans, Boston Baked Beans, etc. So you see, I'll use only sell canned meats, but a lot of other things besides!

Mail this Coupon

AMERICAN CAN COMPANY
230 Park Avenue, New York, N.Y.

Chicago 14 So. Michigan Avenue
San Francisco 111 Market Street

Send for this booklet containing many more ideas on how to sell every type of canned food in your store.

Name _____
Address _____
City _____

American Can Company
230 Park Avenue, New York
Send free booklet.

● When Grocer Snair saw Canco's ad in July "Chain Store Age" he immediately set to work to increase his sales of canned meats. He succeeded... and his letter describing his accomplishment won first prize in the contest conducted by the magazine. Here is visible proof of the part American Can Company advertising plays in building canned foods sales.

AMERICAN CAN COMPANY

230 Park Avenue New York City

Week Ending October 2, 1937

★ ★ ★ ★ ★

Armour's

CASINGS

★ ★ ★ ★ ★

BEEF • HOG • SHEEP

*Dependable Selection • Uniform
Quality • Prompt, intelligent
service • Always the best....
always a complete selection*

ARMOUR AND COMPANY • Chicago, U. S. A.

THE NATIONAL PROVISIONER

OCTOBER 2, 1937

The Magazine of the Meat Packing and Allied Industries

Does BUSINESS use wrong BAROMETER?

BUSINESS seems to have had a case of the jitters over the stock market slump. This brings up a pertinent question:

What is the soundest business barometer? Is it stock speculation, or is the purchasing power of the country the safest measure of business conditions?

Purchasing Power

What are the facts as to purchasing power?

Statistics have shown increased employment in many lines. Wages generally have been substantially increased, and wage earners' income is considerably greater than a year ago. Relief for the unemployed is being continued.

Crops generally are bountiful. It is estimated that cash income from farm marketings this year will be close to 9 billion dollars. This exceeds 1936 farm income by over one billion dollars, and is more than double the farm income for 1932. Large crops mean more employment in harvesting and marketing, increased railroad and truck tonnage, more volume for processors, wholesalers and retailers. Every branch of industry will benefit.

Bank clearings, railroad car loadings, reports on retail trade distribution do not indicate any appreciable decrease in consumption.

It is time, as a wise commentator said this week, for business executives to remember that the basic factors in the economic situation are favorable; that farm incomes this year are the largest in years; that the national income has been increasing, and that the distribution of earnings is more widespread than ever.

Stock Market Conditions

It is unfortunately true that the stock market has a real effect on the psychology of business. When the whole list suffers a severe decline an effort is made to explain it. War scares, foreign liquidation and political uncertainties are all suggested as reasons for the break. Financial writers and commen-

tators, in trying to find an explanation for the rough road traveled by the stock market in recent weeks, may have made business men wonder if things are as good as they appeared to be a short time ago.

But business men should remember that certain factors of recent development have reduced the value of the stock market as a barometer of business conditions.

Under present restrictions of the SEC for the operation of stock exchanges sponsorship of stocks is difficult if not impossible. Hence the law of supply and demand is allowed to operate without any of the cushions against severe declines which formerly permitted liquidation without excessive shock to the whole price structure. In addition, it is much easier under present margin requirements to finance short selling than purchases of stock, and hence a market decline can be emphasized as compared with a market rise.

Business today is far better than the current state of affairs in the stock market would suggest. There has been a slowing up in some lines of manufacturing, it is true. Predicted inflation of commodity prices probably induced over-buying by some manufacturers and wholesalers, the result being that inventories began to accumulate. This slowing up does not necessarily indicate decreased consumption, but rather an adjustment of production and distribution to consumption.

The Packer's Prospects

Food consumption is not greatly affected by general conditions. Although demand for different kinds of foods may vary according to income of consumers, the total quantity consumed appears to be reasonably stable.

Packers will shortly begin a new fiscal year with record low inventories. Forecasts are that the supply of livestock—except hogs—the coming year will be ample but not excessive. Packers who thoughtfully plan and sensibly conduct their operations should have little cause to look forward to the coming year with misgivings.

LABOR *Relations*

How Packers Are Meeting the Labor Situation Locally

Buffalo Packers Settle

PLANTS of Jacob Dold Packing Co. and Danahy Packing Co., Buffalo, N. Y., were reopened this week following settlement of a strike of the firms' employees. Danahy and Dold employees voted in favor of the United Butchers, Meat Cutters and Packers Union—C.I.O. affiliate—as their collective bargaining agency in an election conducted under the direction of the National Labor Relations Board.

President Edwin C. Andrews of the Jacob Dold Packing Co., and Hugh Thompson, regional director of the C.I.O., issued the following joint statement:

"The Jacob Dold Packing Co. has signed a contract with the United Butchers, Meat Cutters and Packers Union, Local 105 affiliated with the C.I.O., which has been certified as the bargaining agency after an election conducted under the direction of the National Labor Relations Board.

"Under the terms of the contract there will be no change in wages at the present time, and consideration of wages has been deferred until January 1, 1938.

"While a large majority of the employees of the company are members of the United Butchers, Meat Cutters and Packers Union, Local 105, the company will give the union an opportunity to solicit non-union members for the next ninety days. It is the desire of both the company and the union to reopen the plant as rapidly as possible."

The Dold company did not agree to a closed shop but specified that while employees would be advised that they could contact the representative of the C.I.O. in regard to affiliation, there would be no discrimination between union and non-union members and no solicitation or molesting of employees who did not wish to join the union.

The Danahy settlement was reported to have been practically the same as the Dold agreement.

St. Louis Packers Agree

Contracts have been signed by 25 St. Louis and East St. Louis meat packing companies with the Amalgamated Meat Cutters and Butcher Workmen—A. F. of L. affiliate—according to an announcement by Earl Jimmerson, international vice president of the union. Three of the contracts were signed last week, while others have been entered into during recent months. While individual contracts have been signed with each firm, an attempt has been made to achieve uniformity.

The union vice president stated that contracts provide for union recognition and wage increases. Wage scales under the contracts range from 52 cents an hour for women to 65 cents to \$1.15 an hour for men. It is claimed that the new scale in some instances represents an increase over wages paid in 1933 of 20 cents an hour for unskilled workers and 30 cents an hour for skilled workers.

Other contract terms are: recognition of union as sole bargaining agent for employees; closed shop; no strikes or lockouts during life of contract, and guarantee of 32-hour work week.

Allege Company Union

A complaint against a large packer at Denver, charging the company with violation of the national labor relations act through alleged sponsorship of a company union, has been issued by the regional director of the National Labor Relations Board at Denver. Amalgamated Meat Cutters and Butcher Workmen No. 641 and the United Packing House Workers Local Industrial union No. 300 are the complainants. The complaint charges the packer "encouraged, allowed and permitted supervisory employees, acting in the interest of the company, to promote and encourage membership in the Packing House Workers Security League."

FOOD PRICES WILL HOLD

During the next few months the average price of foods is likely to swing back and forth within the limits of a comparatively narrow zone, according to the American Institute of Food Distribution. In spite of some sacrifice selling as a result of financial pressure and occasional spells of fractional weakness, factors governing food markets indicate that food prices will probably stay within 5 per cent of the present level until they come under the influence of outlook for production and costs in 1938. The Institute reports the present average food price as 3 per cent higher than last September, although markets then were holding the gains made because of short food production in 1936.

Explaining the fact that food price levels are above last September, in spite of large 1937 harvests in all parts of the country, the Institute cites three separate and distinct influences that have maintained markets in good condition, and that will continue to affect prices during the coming consuming months:

- (1) Unusually large consumption from a more prosperous public;
- (2) Sellers' and buyers' confidence that next year's costs will be higher;
- (3) Government support in some of the seriously weak places, with belief that this support will revive markets whenever income of farmers is seriously threatened.

TRAFFIC *News*

Information for Packer Transportation Departments

Eastern Meat Rate Case

Eastern Meat Packers' Association has asked the Interstate Commerce Commission for further hearing and reconsideration of its case against Western roads, which was later joined with the Midwest Association of Meat Packers against the same roads, involving rates on cattle, calves, hogs and sheep from points in the Western district to points in official territory. The complaints had previously been dismissed by the commission on the finding that the rates were not unreasonable.

In their petition for reconsideration attorneys for the Eastern packers alleged that the commission made many errors and disregarded principles of rate making that had stood for many years when it dismissed these complaints. Also that the majority report of the commission was in error in its assumption that livestock moving from the West to Eastern markets was of a considerably greater average value than animals moving to market at Western points. Newly discovered evidence and facts are to be offered which it is claimed will show error of the commission's conclusion.

In its refusal to condemn rates on livestock that were higher than the contemporaneous rates on packinghouse products established for the most part by the commission, the petition states that the majority erroneously ignored the principle of rate construction applied in *John Morrell & Co. vs. N. Y. C. R. R. Co.*, in which the commission said that "in general if livestock and cured meats are entitled to rates lower than those on fresh meats in one instance, they should also be entitled to lower rates substantially in the same proportion, and vice versa, in all instances where transportation conditions are similar."

Petition of the Eastern packers pointed out that the majority overrode the principle that a commodity rate in excess of the contemporaneous classification basis was an abnormality requiring special justification.

"There is no analogous case," says the petition, "in which the Commission has at any time approved commodity rates on live stock that are higher than the contemporaneous class rates. A commodity rate higher than the contemporaneous class rate is *prima facie* unreasonable. There is no substantial evidence on the present record to overcome the *prima facie* presumption."

Watch Classified page for good men.

The National Provisioner

PROBLEMS *of the* PACKING BUSINESS

★ Some of the Topics to be Discussed at Packers' Convention in Chicago

WHAT are some of the latest developments in regard to air conditioning for the ageing of beef cuts?

Is the wide plastic range of lard an advantage?

Does the information you have regarding yields in your plant give you the points you should have?

What are some practical accounting methods for a packing plant of medium size?

What is the role of sugar in the curing of meat?

Section Meeting Programs

These and many other questions pertaining to the practical operation of a meat packing business will be answered by speakers on the sectional programs, October 22 and 23, of the thirty-second annual convention of the Institute of American Meat Packers, to be held at the Drake Hotel in Chicago.

Tentative program of the section meetings on October 22 and 23 (the general convention sessions will be held on October 25 and 26) is as follows:

Friday morning—Operating and Chemistry Section. Accounting Section.

Friday afternoon—Operating and Chemistry Section. Sales and Advertising Section.

Saturday morning—Engineering and Construction Section. Sausage Division.

Accounting Discussion

On Friday morning at 9:30 accountants of the meat packing industry will hear discussions of a number of timely topics. G. M. Pelton, comptroller of Swift & Company, will preside at the meeting of the Accounting Section. A discussion of practical accounting methods for a packing plant of medium size will be given by E. A. Brunner, assistant treasurer, Henry Lohrey Co., Cincinnati, O., and Henry M. Fink, office manager, Kuhner Packing Co., Muncie, Ind. Following this discussion K. R. Woodruff, secretary of Hygrade Food Products Corporation, will offer a few pertinent comments on "Social Security Tax Records."

In line with the recent recommendations made by the special committee appointed by the Institute to aid in the investigation of trade practices D. R. Cowan, of the commercial research department of Swift & Company, will discuss some features of this program which are of primary interest to the accounting branch of the industry. The title of his talk will be "Getting the Facts about Distribution Costs and Profit Margins." Howard C. Greer, Di-

rector of the Institute's Department of Organization and Accounting, will close the Accounting Section Friday morning with a discussion on "Profits and Capital Requirements in the Packing Industry."

Small Orders and Deliveries

In addition to the talks to be given at the Accounting Section meeting, accountants attending the convention will find topics of interest in the programs of the other technical sessions on these two days.

On Friday afternoon H. C. Greer will present to the Sales and Advertising Section meeting the results of an up-to-the-minute survey by the Institute of distribution costs and profit margins on large and small orders. At this same meeting George M. Lewis, associate director of the Institute's Department of Marketing, will report on the Institute's recent survey of meat packers' delivery schedules in more than a hundred trade areas throughout the country.

Yields and Test Forms

At the Operating Section, also on Friday afternoon, W. T. Stone of Wilson & Co., will talk on "The Making and Interpretation of Yield Tests," explaining the method of making and checking tests on manufacturing processes.

On Saturday morning, at the meeting of the Sausage Manufacturers Division, there will be a discussion of a revised sausage cost test form and of the deficiencies in present cost accounting and

sausage operations as disclosed by a recent cost study conducted by the Institute.

Sugar in Curing

During the last two years there has been a great deal of research dealing with the role that sugar plays in the curing of meat. On Friday morning at the opening session of the combined Operating and Chemistry Sections—of which E. N. Wentworth of Armour and Company is presiding chairman, and L. M. Tolman of Wilson & Co., is program chairman—Dr. W. Lee Lewis, director of the Institute's Department of Scientific Research, will offer the latest data on this subject.

Last summer Mr. Tolman made a trip to Europe and visited the birthplace of the well-known frankfurter in Germany. The impressions he received on the visit to this important spot in the history of the American meat packing industry will be outlined by him at this meeting. He also will discuss some of the broader aspects of European meat packing as compared with American methods.

Temperatures and Rancidity

Following these discussions Hugo Pagenstecher, Chicago representative of the Taylor Instrument Co., Rochester, N. Y., will speak on "The Selection and Care of Thermometers and Temperature Measuring Instruments in the Packing Plant," and Professor Sleeter Bull of the University of Illinois will discuss



WHAT DO YOU KNOW ABOUT SUGAR IN CURING?

"The Use of Oat Flour in the Preservation of Meat."

At recent Institute conventions members have heard discussions dealing with the value of lard as a shortening agent. Further work in this field has been conducted continuously since that time by the Institute, and two members of the staff of the Institute's Department of Scientific Research will add to the information already available to members.

Lard Problems

Ve Nona Swartz will open the afternoon session of the Operating and Chemistry Section—at which A. F. Hunt, vice president of Swift & Company, is presiding chairman, and H. J. Koenig of Armour and Company is program chairman—with a talk on "Lard

A discussion of operating developments in 1937 is scheduled to be included in the afternoon session of the Operating Section. R. M. Connor, Cudahy Packing Co., will outline interesting projects which have originated or have been perfected during the past year.

Engineering and Construction

In the Engineering and Construction Section meeting on Saturday morning, October 23—of which Allen McKenzie of Wilson & Co., is presiding chairman and H. P. Henschien is program chairman—H. E. Walcott of the Niagara Blower Co., will discuss the details of air-conditioned installations for the ageing of beef cuts in coolers which have been found satisfactory in actual practice.

In the discussion of "Modern Pork

age Division meeting on Saturday morning. Details of these meetings will be announced later.

Convention Sessions

Well-known speakers on the regular session program on Monday and Tuesday, October 25 and 26—which have already been announced—include Dr. Harold G. Moulton, president of Brookings Institution, Washington, D. C., and C. A. Burmeister, senior economist, Bureau of Agricultural Economics, Washington, D. C.

The Monday afternoon session will deal specifically with new sales and distribution methods which some companies have applied in following the recommendations made by the Special Committee appointed by the Institute to aid in the investigation of trade practices. At this session talks will be given by W. S. Clithero, chairman of the special committee; Oscar G. Mayer, president, Oscar Mayer and Co., G. L. Childress, general manager, Houston Packing Co., and J. P. Spang, jr., vice president, Swift & Company.

In addition to other interesting and well-known speakers who are scheduled to appear on the convention program—details of which will be announced later—entertainment is being planned which will interest all delegates attending this year's convention.



ARE YOUR BEEF COOLERS AIR CONDITIONED?

Has a Wide Plastic Range—What Does It Mean?" Following Miss Swartz's talk Dr. F. C. Vibrans, of the Institute's technical staff, will outline "Some Practical Studies on Bleaching Lard."

Packaging

In his talk on "Trends in Wrapping and Packaging Packinghouse Products" F. G. Cummings of John Morrell and Company will discuss briefly recent changes in specifications for wrapping papers, labels, cartons, adhesives, stock-inettes and shipping containers, including solid wood, plywood, veneer, solid fibre and corrugated paper board.

Accurate information regarding yields of meat animals is essential for the guidance of executives in the operation of a packing plant. W. T. Stone of Wilson & Co., will summarize how tests for yields are made and note precautions necessary to obtain on conducting them and in their interpretation and application. He will give also a few concrete examples as illustrations in his talk on "The Making and Interpretation of Yield Tests."

Cutting Layouts" Dr. A. O. Lundell of Allbright-Nell Co. will outline essential features of modern pork-cutting layouts and labor-saving layouts which are being incorporated in a recent installation.

"Depilating Hogs with Adhesive Mixture" will be the subject of a talk by H. K. Gillman of the Tobin Packing Co., which will cover details of a method of depilating hogs after they have been through the dehairing machine which has been developed at the Tobin plant.

Water Supplies

Shall I invest in a private well? Can I rejuvenate my present well? Is my well equipped with all of the up-to-date conveniences? These are some of the questions which will be answered by John Sewell, of the Sewell Well Co., in his talk on "Well-Water Supply Systems."

In addition to the foregoing tentative program of the meetings of these four sections, interesting programs also are being worked out by the Institute for the Sales and Advertising Section meeting on Friday afternoon and the Saus-

PACKER SALES AND WAGES

Packers paid 10 per cent more wages during August to 4½ per cent fewer workers and for 7½ per cent less working time than during August, 1936, according to the monthly survey of the packing industry by the Federal Reserve Bank of Chicago. August production at inspected establishments was 19½ per cent less than in the same month last year, but 4½ per cent above volume during July, 1937. Packer payrolls at the end of August showed a reduction from July, 1937 of 3 per cent in number of employees and of 3½ per cent each in hours and wage payments.

Dollar sales by packers in August totaled approximately the same as in July, but were 4½ per cent larger than in August, 1936. Tonnage sold in August exceeded production by a wide margin, which resulted in a greater than seasonal decline in inventories. August export shipments of packinghouse products showed only a slight increase over July. There was fair demand for U. S. lard in the United Kingdom and quotations were slightly under Chicago parity. Cuban and Puerto Rican prices for lard were fully up to the United States basis, but trade declined because of limited supply offered.

Do you need a superintendent or foreman? Watch Classified page.

CANNED MEAT

Merchandising

How One Packer Opened Up a Territory

CANNED meats are readily accepted by the American consumer when the truth is known about their quality and the economy of their use in the kitchen. Harmful magazine and newspaper publicity is discounted when the consumer learns the truth about the modern canned meat line which packers now offer to the trade.

Such harmful publicity is no longer common—though there have been some recent examples of it from sources which might be supposed to be friendly to canned meats.

Key to Sales Success

Merchandising and advertising efforts of quality canned meat processors are now giving the American consumer the real truth about canned meats. Such efforts must be continued to protect the good name of canned meats, as well as to stimulate sales volume.

Initial efforts in launching new ideas in canned meat items may largely determine their sales success. New canned meat specialties—each of high quality—are introduced from time to time by processors. Some catch the public fancy and become "best sellers;" others of equal merit fail to build the volume they deserve.

The answer is the method used. Some packers consider a new canned meat item a "natural," and expect it to sell itself. But experienced meat merchandisers and advertisers know the success attained by new products is due to modern merchandising methods as well as

to appeals of quality, economy and convenience.

Someone Always Pioneers

A few packers have obtained volume on some canned specialties without extensive merchandising and advertising endeavor. It is generally true, however, that some packer pioneers in a field. He breaks down consumer resistance and by persistent effort finally wins a place for a product on American tables.

History of the introduction of some products—such as canned whole hams, canned whole chicken, soups ready to serve without addition of water, and spiced ham and luncheon meat in 6-lb. and family size tins—reveals the importance of making a good start in selling such products. The inherent advantages in these products would undoubtedly have won them a considerable measure of consumer acceptance eventually. But it took faith, courage, persistence and a large measure of merchandising ability to build volume for them in a short time.

Success in introducing a canned meat product is quite likely to hinge largely

OUT WHERE HOUSEWIFE CAN SEE THEM

Canned meats have a major merchandising advantage—they can be attractively displayed on counters. Here is an attractive display of Hormel's canned meats and soups on the counter of a leading Pacific Coast food store.

on details, the importance of which may be overlooked in studying the general plan and trying to evaluate results. These steps to merchandising success, however, are fully appreciated by those who were responsible for execution of the plan.

How One Packer Did It

Introduction of Hormel's canned meat products in the Northwest is a specific illustration of such a successful method of merchandising. It is told here by Blanch Padgett, of the Hormel organization at Seattle, who had a part in the campaign under the direction of district manager W. J. Brennan.

Flavor Sealed canned whole hams of Geo. A. Hormel & Co. were placed on the market in the Pacific Northwest in 1927. Due to an old-fashioned consumer idea about canned meats, sales resistance to the new product was considerable. It was necessary to combat the same prejudices in the minds of salesmen and jobbers before a change in the consumer's viewpoint could be expected.

The policy of placing the product with leading purveyors for introductory purposes was strictly followed. This was principally because these concerns were substantial and enjoyed enviable reputations in their communities. People knew that products they advertised or

KNOWN BY COMPANY THEY KEEP

When introducing new meat items it has been the Hormel policy to do initial merchandising work with leading food stores in each city. Their prestige helps sales both to consumers and other dealers.



*Speed
up Sales*

SALESPACK IN
Genuine Safedge Tumblers



WITH

APPLIED

Color
DESIGNS

Discover the magic of packing in Genuine Safedge Tumblers. Their smartness and re-use value do the trick. Sales jump immediately. Ideal for chipped beef, sandwich spreads, bacon, mayonnaise, Canadian bacon and many other products. Speed up sales now. Get in touch with Owens-Illinois Glass Company, Toledo, Ohio.

OWENS-ILLINOIS
SALESPACKAGES

placed before the public were of unquestionable quality.

Advertising was also enlisted to aid in the introductory campaign. Mrs. Consumer began to sit up and take notice, and also to shed her doubts about buying ham with a tin jacket on it.

Consumer Convinced

At first, as previously mentioned, it was a whole ham in a can; then a half ham was introduced and finally the quarter-size ham that appealed to smaller families and apartment house dwellers. Being solid meat with skin, surplus fat, bone and all inedible portions removed, Mrs. Consumer began to appreciate the fact that canned ham was, in spite of its first cost, a most excellent buy.

Such nationally known concerns as the Bon Marche department store, the Dutch Maid Products Co., Stalder's Delicatessen of Seattle, Wash.; Sealey Dresser Co., Meier and Frank Co. and Roy E. Lamb of Portland, Ore.; Roberts Brothers Co. of Tacoma, Wash.; Greenough's of Spokane and hundreds of other high class retailers saw the possibilities in these products, stocked them and cashed in on this new source of profit.

After the hams became well-established, pork luncheon meat in 6-lb. cans and spiced ham in 6-lb. and 3-lb. cans were introduced. These were followed by whole and half chicken in a can, boneless chicken and chicken a la King and recently by 12-oz. spiced ham and 12-oz. luncheon meat.

Sales Success

Many retailers have had spectacular success with these products. The Sealey Dresser Co., Portland, Ore., is recognized as a leading purveyor of fine food products in Oregon. In the beginning Sealey Dresser Co. stocked only the whole canned ham, then halves and finally quarters and other items as they came along. The products enjoyed such a tremendous turnover that this store now devotes a large section of its delicatessen section to them. Original orders from this concern were in two and three case lots. Its orders today average better than 25 cases at a time at frequent intervals.

Meier and Frank department store runs sales specializing on Hormel's Flavor-Sealed foods. It is not unusual for this firm to order the products in hundred-case lots. As the products are packed 6 to 12 cans to the case, it can readily be seen how many cans go into the hands of the consumer, with a fine profit to the retailer.

Roy E. Lamb of the same city operates five first-class stores situated in the best residential sections. His sales have mounted to a point where 50 cases at a time is a small order.

Growing Volume

In Seattle, where these products were first introduced, the Bon Marche store purchases regularly in 100 case lots, displays the products in the main foyer

of the store, and puts on a special sales girl for these particular products. It is not unusual for this store to sell anywhere from 250 to 300 cans per day.

Stalder's Delicatessen, recognized as a leading store in the state of Washington, carries a full and complete line of Hormel's products and at frequent intervals devotes its entire front window to their display. Another concern—Dutch Maid Products Co.—operators of Dutch Maid delicatessens, does likewise, with a turnover approximately ten times greater than it was two years ago.

New Items Popular

Recently Hormel introduced three new canned meat items—beef stew, spaghetti with meat balls and corned beef and cabbage. These are being marketed under the Dinty Moore brand name.

It is interesting to note that concerns whose original orders of these products averaged 25 or 50 cases, today average 100 cases and in many instances buy in straight carlots. A carlot to the West Coast means 60,000 lbs. gross weight. One can readily realize, therefore, the volume attained when it is known that even carlot buyers repeat frequently.

The 12-oz. consumer packages of spiced ham and spiced luncheon meat have received quick consumer acceptance. Eighty-five per cent of the retailers stock the item because it is sterile. It is not necessary to keep these meats under refrigeration and they net the retailer a good profit.

BILLION "HOT DOGS" A YEAR

There are approximately 375,000 "hot dog" dispensaries in the United States where the succulent "red hots" are sold in rolls, says E. Balestier, jr., secretary of the National Sausage Casing Dealers Association. The average stand selling \$5 worth of merchandise daily shoves frankfurt volume into big figures. Annual consumption is well over a billion a year, requiring thousands of tons of fresh beef and pork and thousands of miles of casings.

"Natural casings are advocated," says Mr. Balestier, because they provide the best method for completely smoking America's national dish, the frankfurter. The skin of a naturally-cased "hot dog" is a meat product and is edible. When the frankfurter is properly cooked—that is, either steamed or broiled, rather than boiled or grilled—the skin is just as succulent as the meat and retains within the frankfurter the natural juices and spices essential to the proper appreciation of the product."

WANT A GOOD MAN?

For good experienced men try the "Classified" page of THE NATIONAL PROVISIONER.

The National Provisioner

for the trade

Fresh Roast Ham

Some sausage manufacturers find it profitable to handle such a specialty as baked fresh ham, which is a good seller for certain demand. An Eastern sausage manufacturer writes:

Editor THE NATIONAL PROVISIONER:

Some of our customers are asking us for a roast ham. They explain that they do not mean a cured and smoked ham, but a fresh ham which has been roasted or baked. Can you tell us how to prepare such a product?

Either of the following methods may be used in preparing a good quality roast fresh ham.

Select a fresh green ham direct from the cutting floor, usually about a 12/14 lb. average. Remove bones and score fat side of ham lengthwise and crosswise, deep into fat but not deep enough to penetrate to lean meat. When ham is baked the fat shows up in cubes about 1½ in. square.

Do not lift skin from ham or remove any portion of fat. After bones are removed, the ham may be stuffed with a dressing similar to that used in the household for stuffing fowl for baking, or a dressing made of lean ground pork may be used. Salt ham thoroughly and sprinkle with a good amount of pepper on skin side.

Bake in an oven at 500 degs. F. for 20 to 30 minutes to sear meat. Then reduce temperature to 375 degs. and bake 30 minutes to pound. A 12-lb. ham will require about 6 hours baking.

Pre-Cooking Ham

Another method, using a green ham of same average, is as follows:

Bone out ham, remove skin and take off surplus fat. Leave about ½ to ¾ in. of fat on ham. Mix together salt and ground black pepper and rub some of mixture on inside of ham where bones were removed.

A little garlic may be added to salt and pepper for seasoning the ham, especially if the product is to be sold to Polish trade.

Place the boned ham in a ham boiling retainer and cook at 165 degs. from 4 to 5 hours. Remove ham from cooking vat but leave in retainer overnight while chilling. Take ham out of retainer next morning and rub again with salt and pepper seasoning mixture.

Put ham in bake oven and bake from 1½ to 2 hours at 250 to 300 degs. F. When cooked and cooled, the ham should be held in a storage cooler at 45 to 50 degs. Production should never exceed orders since this product will not keep indefinitely.

Sometimes the term baked fresh ham

is applied to a ham which has been in pickle cure for about 3 days or slightly longer. This product is cooked in a retainer and baked in same manner as fully cured baked ham. It is, therefore, covered with a syrup, baker's molasses or a commercial preparation specially made for this purpose and is baked until surface is brown and sugar is caramelized.

BONELESS LOIN YIELDS

What are typical yields of boneless loins from heavy loins boned out? A Midwestern packer writes:

Editor THE NATIONAL PROVISIONER:

Can you furnish us with a test on boning heavy loins, showing the yield in boneless loins, tenderloins, trimmings, etc.,

The following test on 10 pork loins weighing 220 lbs. shows typical yields from boning:

	Lbs.	Pct.
10 boneless loins.....	73.0	33.2
Spareribs	26.0	11.8
Tenderloins	11.0	5.0
Back bones	24.0	10.9
Tail bones	14.0	6.3
Blade bones	1.5	.7
Fat trimmings	32.5	14.7
Regular trimmings	29.5	13.4
Extra lean trimmings.....	8.5	4.0
	220.0	100.0

Dry Cured Bacon

Fancy dry-cured bacon is always in brisk demand. It is especially well suited for selling sliced in packages, and appeals to the trade that demands a high grade product.

It is not difficult to make, if you know how.

Complete directions for making this fancy product have been prepared by THE NATIONAL PROVISIONER, and may be had by subscribers by filling out and mailing the following coupon, together with a 10c stamp:

The National Provisioner,
407 So. Dearborn St., Chicago.
Please send me formula and directions for making Dry Cured Bacon.
Name
Street
City State
(Enclosed find 10c stamp.)

CRACKLINGS IN FEEDS

Mixed feeds for poultry and hogs may be made from hard-pressed cracklings. A Western packer who has such cracklings writes:

Editor THE NATIONAL PROVISIONER:

Can you give us a formula for making chicken feed from H. P. cracklings for commercial purposes?

Hard pressed cracklings form a valuable ingredient in poultry feed, but they are too high in protein to be fed alone. Usually they are mixed with other materials to form a balanced feed. In such a feed fine materials may be put through a 20 mesh screen and the coarser materials through an 8 mesh screen.

A commercial poultry feed, high in protein, can be made by using the following combination:

- 50 per cent cracklings
- 5 per cent charcoal
- 40 per cent ground grain (corn, wheat or mixed grains)
- 5 per cent gravel

A feed of this sort would be a "conditioner," to be fed only once a day.

A formula containing less cracklings could be made up for a regular feed for poultry. This would consist of:

- 20 per cent cracklings
- 70 per cent crushed grain
- 5 per cent ground charcoal
- 5 per cent gravel

Grind cracklings so that pieces will not be too large for use in a mixed feed, and mix thoroughly with crushed grain, ground charcoal and fine gravel.

Under federal and state laws, packages containing such a feed must specify ingredients, minimum percentages of crude protein and fat and maximum percentage of crude fiber, and other information. Before undertaking preparation of such a product it would be well for the inquirer to find out from his state department of agriculture just what the state feedstuffs law requires in mixed poultry feeds, and prepare his feed accordingly.

Sometimes it is possible to sell cracklings to hog producers without going to the trouble of making a mixed feed.

TEMPERATURES FOR CURING

Proper temperatures are important for best curing results. "PORK PACKING," The National Provisioner's test book for packers, tells just what temperatures should be used in the curing cellar.



● It is second nature in a whale of a lot of plants to reach for a Crane No. 52 Catalog and say, "You'll find it in here," whenever a question concerning valves, fittings or piping arises. It is a mighty sensible habit, too, for your Crane No. 52 Catalog contains more items, more dimensions and more piping engineering data than does any other such publication in the world.

Not only does it have such information but it makes ordering swift and easy—and you know that the valves, fittings and piping which you order will uniformly be of the highest quality. Whatever your next job involving piping may be, turn to your Crane No. 52 Catalog first. You'll find that for common and for most "new" valve problems, Crane has an answer in items proved and ready for use among the 38,000 listed in the Crane Catalog. Order from it to CranEquip for satisfaction.

The Crops Won't Wait

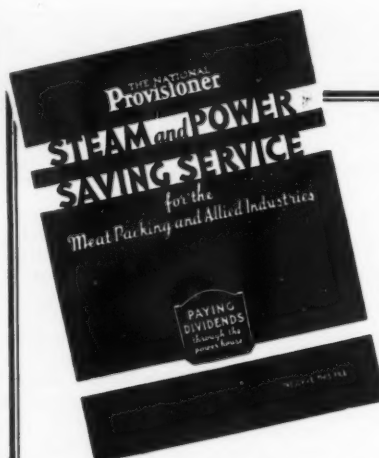
As crop after crop ripens and each campaign is on in full blast, you cannot wait for any necessary repair or replacement parts. When your plant is CranEquip, you have the finest kind of insurance that your piping equipment will stand the strains of continuous operation at top capacity. The generous safety factors which Crane builds into all of its valves, fittings and piping accessories mean strength to stand heavy loads. CranEquip whenever and wherever you need replacements or are building. There is a Crane branch or distributor near you to give swift service. Use your Crane No. 52 Catalog to make ordering easy. Specify CranEquipment for satisfaction.

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VALVES, FITTINGS, FABRICATED PIPE, PUMPS, PLUMBING AND HEATING MATERIAL



Are Your
Dividends
Going Up
the
Smokestack
?

Analytical data, engineering information, survey reports, studies of boiler firing methods, and case histories of other packers experiences contained in this handsome binder full of information specifically relating to the packing plant power house will help you find out. This is the most comprehensive compilation of power plant data for the meat packing industry available anywhere—124 pages of reprinted articles by recognized authorities which have appeared in THE NATIONAL PROVISIONER since April, 1933, and 15 pages of bulletins and surveys make this a reference handbook which every meat packer should have on hand. At only \$1 postpaid you cannot afford not to have it. Order your copy now. Additional reprints of current articles are sent to owners of the binder.

THE NATIONAL PROVISIONER
407 South Dearborn Street, Chicago, Illinois

READ

PORTLAND PROVISION CO. Leachport, Meade
COLUMBIA BLVD. & N. BRIDGE AVE., PORTLAND, ORE.
The Midland Paint & Varnish Co.
Gentlemen:
The Institute of American Meat Packers recommended your CLEVE-O-CEMENT for patching concrete floors successfully. Please quote price.
PORTLAND PROVISION CO.
By Jakob Gallus

THEN

PORTLAND PROVISION CO. Leachport, Meade
COLUMBIA BLVD. & N. BRIDGE AVE., PORTLAND, ORE.
Midland Paint & Varnish Co.
Gentlemen:
We repaired our floors last Saturday. CLEVE-O-CEMENT is a good product and has no equal. Monday morning the floors were in shape to wheel trucks over.
CLEVE-O-CEMENT is the most powerful and efficient material we have ever used, and will be only too glad to recommend it.
PORTLAND PROVISION CO.
By Jakob Gallus

WRITE

FOR FREE INFORMATION ABOUT
CLEVE-O-CEMENT
THE MIDLAND PAINT & VARNISH CO.
1325 MARQUETTE ROAD • CLEVELAND, OHIO

STOKER *Savings*

Compared to Hand Firing It Soon Pays for Itself

OF THE many auxiliaries developed to improve boiler efficiency and reduce cost of generating steam none has been more generally put to use in the meat packing industry than the mechanical stoker. Saving these stokers have made, compared with cost of hand firing, has been enormous in the aggregate.

It would seem, therefore, that their benefits should be generally appreciated by packers. However, in its surveys of packinghouse power plants THE NATIONAL PROVISIONER STEAM AND POWER SAVING SERVICE finds many instances of hand firing.

The most prevalent misunderstanding regarding stokers is that, inasmuch as an attendant is required in the boiler room, there is no saving to be made by installing a stoker—that cost of labor would not be reduced thereby.

Stokers save labor, of course, and in many instances pay their way by providing more time for the boiler room attendant to do necessary repair and maintenance work, and keep equipment in efficient operating condition. But savings they make do not stop here, by any means.

Use Cheaper Fuel

By supplying fuel only in amounts required to meet steam demands, and in a manner to assure most efficient combustion, quantity of coal required is reduced and cheaper grades can be conveniently used.

Savings in these two directions—ignoring any resulting reduction in boiler room labor or better utilization of such labor—will invariably be sufficient to return a large interest on the stoker investment, sufficient in many instances to pay the entire stoker cost in from 3 to 4 years.

The following four tests were made recently in a meat packing plant. Two of them were made before stokers were installed and two afterwards. Savings in each case are typical of those usually made when stokers replace hand firing.

Stoker Tests

In test No. 1—made before one of the two stokers was installed—245,196 lbs. of water were evaporated with 33,000 lbs. of coal costing \$6.05 per ton delivered at the plant. Water evaporated per pound of coal burned was 7.43 lbs. and coal cost to evaporate 1,000 lbs. of water was 36.1c.

During test No. 2—made after stoker was installed and under conditions similar to those prevailing during test No. 1—276,050 lbs. of water were evaporated

with 28,700 lbs. of coal, costing \$5.52 per ton delivered. Evaporation, therefore, was 9.61 lbs. of water per pound of coal burned, and coal cost was 28.6c per 1,000 lbs. of water evaporated.

Under this boiler, therefore, the stoker cut coal cost 7.5c per 1,000 lbs. of water evaporated.

Tests 3 and 4 were made in the same plant as tests 1 and 2, but on a stoker installed under an old boiler. Test No. 3 was made before stoker was installed and test No. 4 after the new stoker was in operation.

Coal Cost Reduced

Previously 235,180 lbs. of water had been evaporated with 31,100 lbs. of coal, costing \$6.05 delivered—7.56 lbs. of water per pound of coal. Cost of coal required to evaporate 1,000 lbs. of water was 40.1c. With the stoker in service 261,040 lbs. of water was evaporated with 28,400 lbs. of coal, or 9.19 lbs. of water per pound of coal. Coal cost was 30c per 1,000 lbs. of water evaporated.

Using these savings in coal costs, and figuring 300 working days per year, total savings these two stokers will make for this packer are conservatively estimated at \$2,800 per year—equal to 6 per cent on an investment of \$46,600.

Stokers are available in all sizes and in types to meet any conditions. They are as convenient and economical proportionately in the small packinghouse and sausage manufacturing plant as under large boilers. No packer who hand-fires his boilers is getting steam at the lowest possible cost.

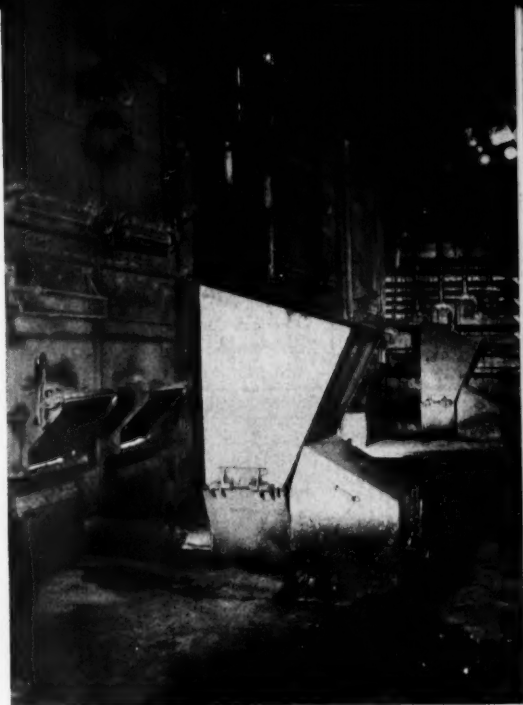
PREVENTING STEAM WASTE

A thorough checkup occasionally to discover steam and power waste and loss would be a worth-while activity in many meat packing plants. And any expense required to put steam-using equipment in first-class operating condition, and to stop heat and power waste, would pay a large annual return.

Unless warned continually, workers often become careless in the use of steam, hot water and electricity. The fact that these processing essentials are available in apparently unlimited quantities by the turn of a valve or a switch encourages carelessness in their use, resulting in an unnecessary burden of expense on products.

Fortunately, most instances of waste of steam, hot water and power are apparent. Continuing to use steam to heat water after a processing operation is completed, permitting hot water to waste to the sewer, failure to turn off electric lights after leaving a room or when artificial light is not required, and permitting machines to run idle—these are familiar examples of waste of steam and power.

Steam leaks are serious, because unless stopped they are continuous. A small leak in a valve or around a fitting may appear inconsequential and not



NO GUESSWORK IN FIRING

Stokers soon pay their cost in fuel they save. They supply coal to the boiler when it is needed, at rate and in quantities for most efficient combustion. (Photo Link-Belt Co.)

worth worrying about. But multiply this small loss by many steam leak losses about a packinghouse, and it is found the yearly total loss mounts to a very considerable sum. Losses through leaks should not be permitted.

A ½-in. diameter valve steam leaking all around stuffing box will waste about 40 lbs. of steam per hour under a steam pressure of 100 lbs. per sq. in. If the steam cost is 40c per 1,000 lbs., such a leak would waste about 40c per day, or approximately \$140.00 per year.

A leak ¼-in. in diameter in a steam line carrying 100 lbs. per sq. in. steam pressure will waste 4,400 lbs. of steam per 24 hours.

It is inconceivable that a packer would permit leaks of this size to continue for long. But these examples of waste serve to illustrate how a considerable leak, or a number of small ones, adds to cost of operation.

In checking steam losses valves should be examined to see that they seat tightly, and steam traps should be tested to determine whether or not they leak. Visible leaks in steam and hot water lines should be repaired, and practices which waste steam, hot water and power should be corrected.

DO YOU WASTE POWER?

How much power or light is being wasted in your pork departments? Have you read "PORK PACKING," The National Provisioner's latest book? It will help you to save money.

Among the scores of nationally known producers of frozen foods who use Frick Refrigeration, we are proud to mention the Commonwealth Ice and C. S. Co., Boston; Seabrook Farms, Bridgeton, N. J. (Illustrated); Wells, Ferris and Wade, Jacksonville; Marion T. Fanaly, Ponchatoula, La.; American Service Co., Galveston; and the Northwest Ice and Cold Storage Co., Kent, Washington.

Frick Booster Ammonia Compressors like those here shown are making savings up to 34 per cent in horsepower, on low temperature work. For freezing meats, poultry and fish or for cooling beef, vegetables, fruit, dairy products or other perishable foods, you can pin your faith on Frick Refrigeration. Send for your copy of Ice and Frost Bulletin 516 today.



Refrigeration

DEPENDABLE REFRIGERATION SINCE 1862
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GUARD YOUR PROFITS

Does it pay to use obsolete, poor sealing doors when it costs so little to replace them with durable JAMISON-BUILT DOORS, equipped with quick-acting hardware and the new conforming live-rubber gasket?

Comparisons in actual use prove JAMISON-BUILT DOORS the best of investments.

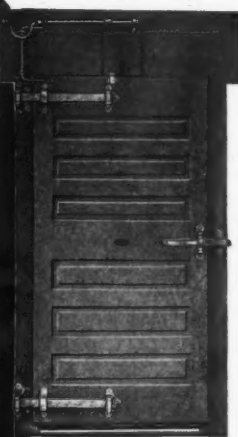
Ask for Bulletin

JAMISON COLD STORAGE DOOR CO.
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Jamison Standard Door—metal-clad with galvanized steel or terne plate tin for fireproofing purposes.



Jamison Standard Track Port Door with famous Adjustable Spring Hinges and Wedgetight Fastener.

JAMISON-BUILT DOORS

REFRIGERATION and Air Conditioning

COOLER Overhaul

Modernization Calls for Skill and Experience

SEASON of the year is approaching when packers overhaul their refrigerating systems, install new equipment, paint coolers and chill rooms and otherwise put mechanical equipment, piping and refrigerated rooms in first-class condition.

Importance to the packer of an unfailing source of refrigeration, and the many possibilities for waste and loss through faulty apparatus, are incentives for the most careful attention to every detail of equipment and operation during progress of this work.

No Place for Guesswork

For best overhaul results, responsibility must be established for efficient work. There should be someone with the knowledge of requirements who will see to it that preliminary check-ups are complete and that all needed repairs are carefully and skillfully made. A check list on which each piece of equipment in the refrigerating system is listed should be prepared, and the overhaul should not be considered completed until every item on this list has received attention.

Leaving it to someone's judgment whether or not equipment requires attention often results in grief later on. No one can be sure of the condition of all parts out of sight in a piece of refrigerating equipment. There are operating indications, of course, of some repair needs, but condition of many parts can be determined only by examination.

Many packers also will undoubtedly modernize chill rooms to secure the advantages which only air conditioning can give in the way of reducing refrigerating costs, improving cooler conditions and maintaining the quality of products. In this connection it should be pointed out again that dangers in haphazard methods of installing air conditioning equipment should not be overlooked.

Learns from Mistakes

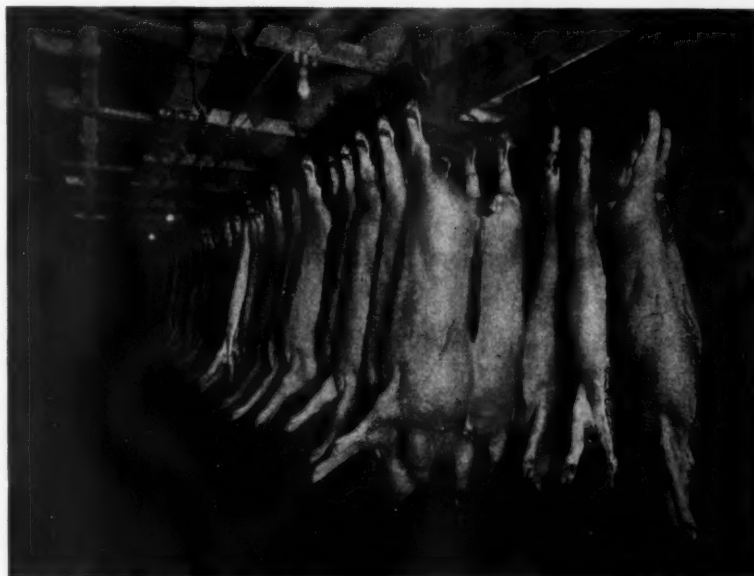
A Mid-western packer who had installed what might be termed "novelty equipment" in his hog chill room—it having been designed and installed by

his former master mechanic—is now planning to modernize this cooler. But unless signs are wrong, he will make another mistake that may be as costly as his previous venture in hog chilling equipment. His superintendent recently made a tour of several states to inspect modern hog chill rooms, and undoubtedly his recommendations to his boss will be followed. Whether or not an efficient chill room results remains to be seen.

This superintendent is one of the best-informed in the business. He knows how to operate a meat plant efficiently and turn out quality products, but he is not equipped by training and experi-

general bearing on the subject. Each air-conditioning installation is a problem in itself. The cost of sending this superintendent on this long trip to inspect hog chill rooms and recommend equipment to use would have paid for the services of a trained refrigerating and air conditioning engineer to solve this packer's chill room problem.

Type of equipment that will give desired results in a hog chill room is largely a matter of choice—considering, of course, operating and maintenance costs. Equipment for any condition is available or can be designed and constructed. The trick in securing a highly efficient hog chill room, therefore, is not



EACH INSTALLATION A PROBLEM IN ITSELF

Specific conditions of temperature, humidity and air movement are required for efficient carcass chilling. These are secured only when the air conditioning equipment for the hog chill room is planned for each job.

ence to recommend equipment and design for a hog chill room.

THE NATIONAL PROVISIONER has pointed out many times that the design of a chill room or cooler is a job for an expert. Conditions and technical problems are involved which the man without special training cannot foresee and solve. Temperature, humidity and air movement must be right for rapid, efficient and satisfactory hog chilling results.

A Job for an Expert

What some other packer is doing, and the results he is getting, have only a

so much in selecting equipment—although this is important—but in adapting equipment to the conditions, and providing for its operation to secure and maintain the conditions required.

REFRIGERATION NOTES

Rolla Stephens and Walter Brown are promoting cold storage plant for Joplin, Mo.

Southwest Ice Co. has opened 500-locker cold storage plant at Blackwell, Okla.

Twin City Wholesale Grocery Co.,

Fargo, N. D., is erecting refrigerated storage addition.

Campbell Cold Storage Co. recently opened plant at Vinita, Okla.

New refrigeration equipment has been purchased by Charles T. Fehl for abattoir at Perkasio, Pa.

Haskell-Burns cold storage plant at Tonasket, Wash., is being remodeled and enlarged.

J. K. Anderson plans to install cold storage locker unit at Reinbeck, Ia.

Leob Mayer is constructing cold storage warehouse at Miami, Fla.

Gulf Ice & Cold Storage Co., Ozark, Ala., plans to add a 200-locker cold storage plant.

Farm bureau officials at Erie, Ill., are interested in possibilities of co-operative locker plant.

Gulf Ice and Cold Storage Co. is erecting cold storage plant at Ozark, Ala.

Cold storage plant at Ellijay, Ga., with 90,000 cu. ft. of space, was put in operation recently.

PACKERS ARE MODERNIZING

Polar Lockers Co., Puyallup, Wash., is erecting curing and smoking building near their plant.

New plant of the Sterling Rendering Works, Sterling, Colo., is nearing completion, with Louis H. Bischofberger as manager. The plant will be modern in every respect and equipped to handle product within a radius of fifty miles.

New plant of the Old Fort Provision Co., Walterboro, S. C., was formally dedicated on September 21 with an open house and barbecue attended by 3,000 persons. G. H. Schunemann, president, and J. H. Langford, vice-president, welcomed visitors to the plant.

Nebraska Beef Co. began operations at its new \$125,000 beef plant at Omaha, Neb., last week. Approximately 150 head of cattle will be slaughtered and processed daily and all shipments will be made to Eastern markets. The plant is modern in every respect and conforms to B.A.I. requirements. Equipment was supplied by the Globe Co., Chicago.

Crocker Packing Co., Okmulgee, Okla., has acquired the Graf Packing Co. at Shawnee. A large-scale remodeling and enlarging program will be inaugurated and the new plant will be under the direction of J. W. Crocker. John L. Crocker, head of the new company, has had 30 years' experience in the meat packing business, and heads plants of his own in other cities.

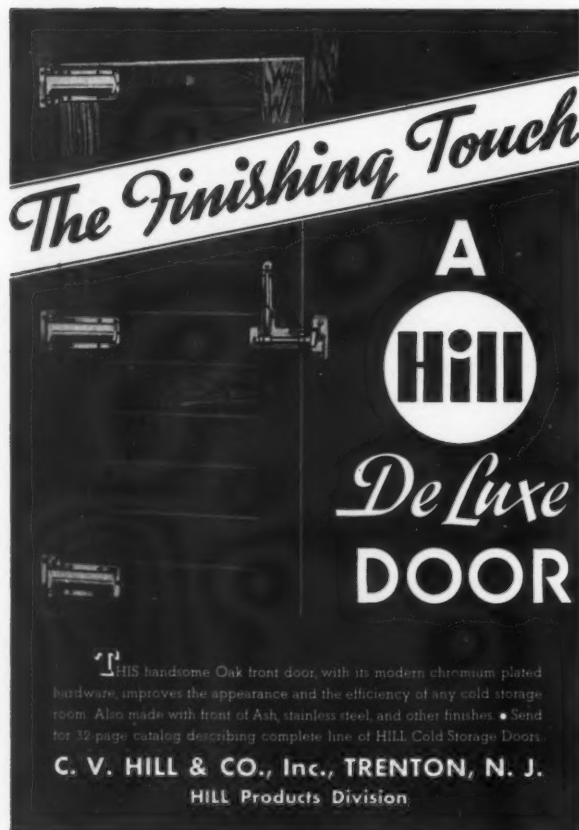
Holton Packing Co., Poteau, Okla., said to be the largest wholesale house of its type in Eastern Oklahoma, began operation recently. The plant includes a sausage kitchen with a capacity of 1,500 lbs. daily and cold storage coolers for 100 cattle or hog carcasses. All kinds of meats and meat products will be handled. The plant is owned by F. L. Holton, Oklahoma livestock producer, and was purchased of O. T. Banks, former owner of the Poteau Packing Co.

Operations of the Wickham Packing Co., formerly located at Bristow, Tex., will be transferred to Sapulpa, Okla., late this fall. Since a fire at the Bristow plant the company has been operating temporarily from a location in Tulsa, Okla. At Sapulpa the firm will take over existing buildings, which will be remodeled and modernized into a plant with a capacity of about 100 cattle per day.

Armour and Company's new three-story processing branch house at 302 Exchange st., Rochester, N. Y., was formally opened on September 27. This new plant takes the place of the Armour branch at Verona and Commercial sts. and the Morris house on State st. It contains a complete daylight sausage manufacturing department, smoke houses and other facilities for pork processing, in addition to spacious display coolers for fresh meats. Loading docks include facilities for 4 refrigerator cars and 9 trucks.

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LEGAL Pointers

For the Meat Packing Executive Who Sets Company Policy

Barring Outside Competition

A COMMUNITY cannot be protected as a preserve for local business by laws or ordinances which bar competition from outside, according to a recent decision handed down by the Maryland court of appeals.

A Maryland town passed an ordinance prohibiting salesmen and other transients from soliciting orders and selling merchandise within the town limits unless licensed by the town. The same ordinance exempted representatives of local business houses.

A salesman for a firm located in the District of Columbia undertook to solicit orders in this town and was arrested by local authorities. He was informed that he and all other representatives of his company would be arrested on every occasion on which they attempted to serve old customers or secure new ones.

Deciding the case in favor of the outside company and its representative, the Maryland court said:

"The ordinance is void because it discriminates against a non-resident in favor of the resident business, and this violates the fourteenth amendment of the Federal Constitution. If the local merchant, in response to whose complaint such ordinances are passed, would be rid of such competition, he must submit to the same penalties, burdens and conditions as he would have imposed on the intruders."

The court referred to numerous cases along the same line in other states, indicating that local laws intended to exclude outside competition, particularly from another state, are not likely to hold water in court. (Jewel Tea Company vs. Town of Bel Air, 192 Atlantic Reporter, 417).

Unsatisfactory Employees

Does an employee give satisfaction when his work is satisfactory in the opinion of third parties, or only when it is satisfactory to his employer? In a recent case the facts were that a manufacturer employed a designer for a period of six months under an agreement which provided that the designer would perform his work to the satisfaction of the employer. After three months, the manufacturer served on the designer a written notice of dismissal containing ten particularized reasons for dissatisfaction, such as tardiness, disobedience, poor work and inefficiency.

The designer promptly sued for the balance of the salary which he would have collected had he been permitted to finish out the six months' term of his contract. He testified that whenever he

asked his employer whether the latter was satisfied with his work, the employer would always reply "a hundred per cent."

It would seem that when the contract provided that the work was to be done to the satisfaction of the employer, his ten reasons for dissatisfaction would end the matter. The court reasoned that way and dismissed the case. The designer appealed and the appeal court ordered a new trial.

"The employee offered evidence from which a jury might reasonably find that the employer was satisfied with his efforts," the appeal court pointed out, "since the undisputed testimony of the employee was that the employer had declared he was entirely satisfied with the employee's work. Now if this be true, then the specification of reasons for the dismissal is false. This, therefore, raises the issue as to whether the designer's services were actually satisfactory to the employer or the dissatisfaction was feigned."

Possibly the employer, even though dissatisfied, may have expressed satisfaction to the employee to encourage him to better and greater efforts, but the court apparently took the employer's words at face value. (Cooper vs. Singer, 191 Atlantic Reporter, 849).

CHICAGO POULTRY SHOW

Entries from many states and Canada are being received for the first Midwest Poultry Exposition, which will be held in the International amphitheatre, Chicago, on October 15 to 19. The full story of poultry and egg production will be presented in a production line which will include incubation, hatching, feeding and care of young birds, handling of the mature flock and displays of the dressed product. Displays on poultry production will be installed by the U. S. Department of Agriculture and University of Illinois, as well as by poultry packers and equipment manufacturers. A program featuring poultry cookery will be staged twice daily for women visitors. Cake baking contests will be held, one for women, another for children.

CAN EXPERT PASSES

Charles Stollberg, former vice-president of the American Can Co., died of pneumonia at his residence in New York City on September 23, after a brief illness. He was born in Toledo, O., 77 years ago. His wife survives him. Heading the Toledo Tinware Mfg. Co. until it was taken over in 1901 by the American Can Co., he was made vice-president in charge of manufacture in 1921, and continued in that capacity until his retirement in 1933. He was responsible for many of the ideas and inventions which are now generally used in the manufacture of modern containers.



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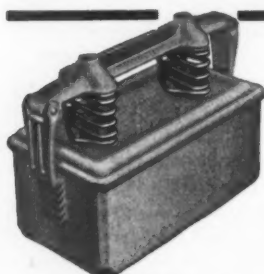
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IT is a fact that food men like Diamond Crystal *Alberger Process* Salt best because it's always dependable in every respect. And the public prefers foods seasoned with this mild, soft, porous-flake salt because "It Wakes Up Hidden Flavors." Diamond Crystal will wake up hidden flavors—and hidden profits—in *your* products, too. Diamond Crystal Salt Co., Inc., St. Clair, Mich.



DIAMOND CRYSTAL *Alberger Process* SALT

The Salt that "WAKES UP HIDDEN FLAVORS"



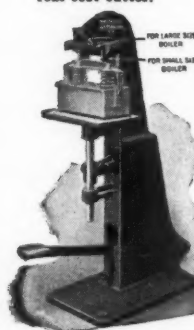
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PROVISIONS AND LARD

WEEKLY MARKET REVIEW

FUTURES market for lard and hog products was somewhat easier during the past week as a result of evening up in nearby lard months, selling and liquidation on account of weakness in financial markets, and uncertainty over conditions in Europe. Nearby lard positions dropped as much as $\frac{1}{2}$ c per lb. but the later months held steady.

There was packinghouse support for lard on the declines, scattered speculative buying, and some absorption by spreaders who were selling cotton oil against purchases. Declines were limited by the continuance of good cash business in lard and meat and rapidly dwindling stocks of lard.

Sentiment in general was more mixed. The hog run was a little larger, with spring pigs beginning to come in. The increased movement was not large enough to create any apprehension over production as long as domestic demand continues good and export business moderate. There were fair clearances of lard for export to the United Kingdom during the week.

There were some indications that shortening was experiencing liberal distribution, possibly at the expense of pure lard. The relative cheapness of shortening, due to premiums for lard over cotton oil, placed compound in a good competitive position. This situation is being watched closely since good corn prospects and possibility of more hogs in the future indicate there will be no acute shortage of edible fats.

Hog Receipts Larger

Receipts of hogs at Western packing points last week totaled 224,000 head compared with 214,000 the previous week and 287,000 the same week last year. Average weight of hogs received at Chicago last week was 265 lbs. compared with 268 lbs. the previous week, 249 lbs. the same week last year, and 256 lbs. two years ago.

Average price of hogs at Chicago at the outset of this week was \$11.55 compared with \$11.65 the previous week, \$9.45 a year ago, \$10.25 two years ago and \$6.00 three years ago.

Top hogs at Chicago at midweek were at \$12.20 against \$12.45 the previous week.

PORK.—Demand was fair and the market steady at New York. Mess was quoted at \$35.12 $\frac{1}{2}$ per barrel and family at \$35.12 $\frac{1}{2}$ per barrel.

LARD.—The market was irregular but demand was good at New York. Prime western was quoted at \$11.60 @ 11.70; middle western, \$11.60 @ 11.70; New York City in tiers, 11 $\frac{1}{4}$ c @ 11 $\frac{1}{2}$ c, in tubs, 12% @ 12 $\frac{1}{2}$ c; refined continent, 12% @ 12 $\frac{1}{2}$ c; South Ameri-

MARKET Trends

SCARCITY of prime steers at Chicago brought a rise to a new top of \$19.90 on September 29. This price was highest on record for September, exceeding previous war-time high by 30c. New top was only \$1.60 under all-time Chicago high of \$21.50 in December, 1919. Spread of \$12.65 between plainest killers and choice to prime steers was greatest on record, except for one week in 1920.

Hog slaughter under federal inspection at eight principal markets during week ended September 24 totaled 213,368 head, a substantial increase over 174,689 head the previous week but below 244,717 head the same week in 1936.

Meat imports at New York for the week ended September 24 totaled 1,535,756 lbs., of which 737,425 lbs. was canned hams and 239,508 lbs. canned picnics and shoulders. During the corresponding week in 1936 meat imports amounted to 2,042,618 lbs.

Spread between cottonseed oil at New York and lard at Chicago, both October delivery, on September 29 was 3.62c. Average price difference during September between prime steam lard and prime summer yellow oil in 1936 was 1.48c; in 1935, 5.65c; in 1932, .51c, and in 1929, 2.42c.

ca, 12 $\frac{1}{2}$ @ 12 $\frac{1}{2}$ c; Brazil kegs, 12% @ 12 $\frac{1}{2}$ c, and shortening in carlots, 10 $\frac{1}{2}$ c, smaller lots, 11c. Shortening for export made from foreign oils was quoted at 9 $\frac{1}{2}$ c in car lots and 9 $\frac{1}{2}$ c in smaller lots.

At Chicago, regular lard in round lots was quoted at 25c over October; loose lard, 50c over October, and leaf lard, 1.20 over October.

(See page 33 for later markets.)

BEEF.—Demand was fair at New York and the market was steady. Family was quoted at \$26.00 @ 37.00 per barrel.

CANADIAN PORK PROSPECTS

It is now time to consider how to set about to hold in 1938 gains that have been made in the United Kingdom market for Canadian hogs, says the Industrial and Development Council of Canadian Meat Packers in its September letter. If present prospects hold, Can-

ada in 1937 will export between 180 million and 190 million lbs. of bacon and hams, which compares with approximately 125 million lbs. in 1935 and 70 million lbs. in 1933. This brings this country within about 95 million lbs. of the quota of 280 million lbs. allotted by the United Kingdom to Canada.

"Two more gains, even at a more moderate rate," says the Council, "will take us close to the quota objective. A gain of 115 million lbs. in exportable surplus between 1933 and 1937, almost equivalent to one million head in terms of hogs, is conclusive evidence of the value of this trade."

Abundant crops in the U. S. this year mean a return to normal feed prices, and with the United States having low supplies of livestock to consume grain, it may mean even lower than normal feed prices. Supplies on the whole in Canada are fairly good, excepting the greater part of Saskatchewan and some sections of Alberta, but considerable portions of this area have been scarce of feed for several years, excluding 1935.

"As to hog prices," says the Council, "there is every reason to believe they will remain steadily good, as they have been in the past three years. Despite greatly increased supplies in the fall of 1936 and 1937, and of heavy storage stocks, prices through the summer have tended to strengthen. From the spring of 1933 to the fall of 1936 barley and oats efficiently fed to hogs return from one and a half to twice the cash value of the grains. In 1937 barley and oats fed to hogs on the farms where they were produced returned profitable prices."

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of October 1, 1937:

	Sept. 30, 1937.	Aug. 31, 1937.	Sept. 30, 1936.
Pork, bbls.	4,242	6,559	9,958
P. S. Lard, lbs. ...	45,269,977	82,847,656	58,277,788
Other Lard, lbs. ...	4,467,600	3,361,402	4,423,981
D. S. Cl. bellies ¹ ..	6,252,255	10,688,880	7,396,458
D. S. Rib bellies ¹ ..	585,097	950,500	930,003
Ex. Sh. Cl. sides ¹ ..	1,700	1,700	4,300
D. S. fat backs, lbs.	852,377	1,575,372	2,312,034
D. S. shldrs., lbs. ...	10,832	9,510	22,906
S. P. hams, lbs. ...	6,568,741	8,882,186	6,183,681
S. P. sknd. hams, lbs.	14,345,585	18,134,191	14,876,464
S. P. bellies, lbs. ...	8,386,355	13,379,656	13,567,442
S. P. picnics, S. P. Boston shldrs., lbs. ...	1,494,375	2,188,407	3,180,647
S. P. shldrs., lbs. ...	13,000	11,000	25,000
Other cut meats, lbs.	4,552,922	6,103,611	6,377,754
Total cut meats, lbs.	43,063,239	61,925,013	54,877,209

¹Made since Oct. 1, 1936.

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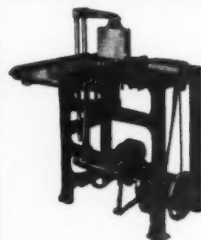
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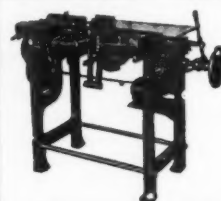
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Hog Cut-Out Results

HOG cut-out values at Chicago for the first four days of the current week were less satisfactory on light and medium weight hogs than a week previous, but about the same on the heavier hogs. Hogs cost packers less during these four days than in the same period a week earlier, but product prices suffered a greater proportional decline, resulting in the profit on lights decreasing and the loss on mediums increasing substantially.

Receipts of hogs at Chicago for the first four days of the week totaled 60,000 head. Average price declined on Tuesday and Wednesday—the low average for the period—reaching \$11.35. There was some improvement in the market on Thursday, the average price going to \$11.45, ten cents under the average price at the opening of the week.

Bellies and picnics were in fair demand during the week and D.S. cuts were reported well sold up. Some averages of fat backs moved fairly well at prices steady with those of a week earlier. Mild weather slowed up consuming demand to a point about in line with supplies from current kill. Bullish factors in the situation were declining storage stocks and the approaching cooler weather. The fact that kill is small places a heavier cost burden on slaughtering, a fact that should be

taken into consideration when figuring cut-out values.

Test on this page is worked out on the basis of live costs and green product values at Chicago, using representative costs and credits. Each packer should work out his own test, based on local conditions.

CASING EXPORTS AND IMPORTS

Foreign trade in casings during July, 1937:

IMPORTS.			
	Sheep, lamb and goat, lbs.	Other, lbs.	
Austria	7,162	11,464	
Belgium	9,083	9,083	
Denmark	4,068	4,068	
France	14,940	14,940	
Greece	510	510	
Italy	1,539	1,539	
Lithuania	1,360	1,360	
Netherlands	2,040	25,580	
Portugal	1,766	1,766	
Rumania	1,048	1,048	
U. S. S. R.	65,269	65,269	
Spain	258	258	
Switzerland	248	248	
United Kingdom	12,295	14,299	
Yugoslavia	1,688	1,688	
Canada	17,924	237,472	
Mexico	2,399	2,399	
Cuba	8,614	8,614	
Argentina	44,178	792,404	
Brazil	106,965	106,965	
Chile	1,097	1,097	
Paraguay	21,908	21,908	
Peru	12,030	12,030	
Uruguay	137,190	137,190	
Saudi Arabia	275	275	
British India	18,662	18,662	
British Malaya	2,535	2,535	
China	41,271	59,653	
Iraq	28,649	28,649	
Japan	2,100	7,761	
Palestine	2,387	2,387	
Iran	5,319	5,319	

Syria	7,464	7,464
Turkey	15,758	15,758
Australia	224,008	44,265
New Zealand	321,650	321,650
Egypt	12,932	12,932
Algeria	13,602	13,602
Tunisia	1,477	1,477
Morocco	38,159	38,159
Czechoslovakia	296	296
Ecuador	9	150
Total	928,937	1,509,053
Value	\$1,104,067	\$192,081

EXPORTS.

	Hog, lbs.	Beef, lbs.	Other, lbs.
Austria	13,504	13,504	
Belgium	48,045	48,045	
Czechoslovakia	32,985	32,985	
Denmark	77,720	77,720	
France	341,610	341,610	
Germany	341,628	22,343	
Netherlands	65,515	65,515	
Norway	8,065	8,065	
Poland and Danzig	14,358	101,285	
Spain	5,265	5,265	
Sweden	5,685	91,971	
Switzerland	21,233	21,233	
United Kingdom	211,867	39,893	81,577
Canada	17,326	19,381	19,381
Panama	97	19,048	293
Cuba	9,962	9,962	473
Turkey	12,345	12,345	
Australia	127,218	5,149	5,149
New Zealand	8,722	10,517	10,517
Union South Africa	4,068	4,068	
Others	727	32	94
Total	471,016	1,242,167	148,737
Value	\$275,719	\$100,173	\$78,250

CANADIAN STORAGE STOCKS

Stocks of meat in Canada:

	Sept. 1, 1937.	Aug. 1, 1937.	5-yr. Sept. 1.
Beef	12,006,395	9,548,871	10,616,048
Veal	3,460,845	3,080,507	2,544,263
Pork	25,472,473	35,107,624	24,250,483
Mutton & lamb	770,724	671,963	850,850

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER DAILY MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	Per cent live wt.	Price per lb	Value per cwt. alive	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive
	180-220 lbs.			220-260 lbs.			260-300 lbs.		
Regular hams	14.00	18.8	\$ 2.63	13.70	18.4	\$ 2.52	13.40	17.8	\$ 2.39
Picnics	5.70	18.4	1.05	5.40	17.3	.93	5.10	14.0	.71
Boston butts	4.00	22.8	.91	4.00	22.8	.91	4.00	22.8	.91
Loins (blade in)	9.80	24.0	2.35	9.50	21.8	2.07	9.00	19.8	1.78
Bellies, S. P.	11.00	22.9	2.52	9.70	20.9	2.03	3.10	19.9	.62
Bellies, D. S. ....	.....	.....	....	2.00	15.4	.31	9.40	15.4	1.45
Fat backs.....	1.00	14.8	.15	3.00	15.8	.47	5.00	16.5	.83
Plates and jowls.....	2.50	14.0	.35	2.50	14.0	.35	3.10	14.0	.43
Raw leaf.....	2.10	11.6	.24	2.20	11.6	.26	2.10	11.6	.25
P. S. lard, rend, wt.....	11.30	11.3	1.28	11.10	11.3	1.25	10.20	11.3	1.15
Spareribs	1.60	17.5	.28	1.60	17.5	.28	1.50	17.5	.26
Trimnings	3.00	17.3	.52	2.80	17.3	.48	2.70	17.3	.46
Feet, tails, neckbones.....	2.00	.....	.12	2.00	.....	.12	2.00	.....	.12
Offal and misc.....	.....	.....	.49	.....	.....	.49	.....	.....	.49
TOTAL YIELD AND VALUE...	68.00		\$12.89	69.50		\$12.47	70.50		\$11.85
Cost of hogs per cwt.....		\$12.03			\$12.12			\$11.88	
Condemnation loss .....		.06			.06			.06	
Handling & overhead.....		.78			.70			.65	
TOTAL COST PER CWT ALIVE		\$12.87			\$12.88			\$12.59	
TOTAL VALUE		12.89			12.47			11.85	
Loss per cwt.....		.....			.41			.64	
Loss per hog.....		.....			.98			1.79	
Profit per cwt.....		.02			.....			.....
Profit per hog.....		.04			.....			.....

Ampol Brand

B. E. G. Brand

Drews Brand

Hallmark Brand

Mello Brand

O. R. B. Brand

Oscar Robinson
Brand

Don't take our word for it. Try it yourself.

Gdynia

HIS MAJESTY OF HAM-LAND

POLAND

There's a reason for the instant popularity of Polish Ham and other meat delicacies from Poland. They are different-tender-delicious!

Packed under Polish Government inspection.

All genuine Polish Meat Products are labeled "Made in Poland" or "Product of Poland."

MADE IN POLAND

POLISH HAM

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FOR

WRAPPING

ALL MOIST FOOD PRODUCTS

West CARROLLTON

GENUINE VEGETABLE PARCHMENT

To assure freshness, sanitation and quality of the product you furnish the consumer, wrap your Butter in West Carrollton Genuine Vegetable Parchment. This superb wrapper preserves that savor so essential to creamery products, protects them from grease and dirt and at the same time imparts no foreign taste or odor.

Neat and attractively printed, Genuine Vegetable Parchment Wrappers have no end of sales appeal.

WEST CARROLLTON PARCHMENT CO., West Carrollton, Ohio

OUR 41st YEAR SERVING THE FOOD INDUSTRY

MEAT IMPORTS AT NEW YORK

For week ended September 24, 1937:

Point of origin.	Commodity.	Amount Lbs.
Argentina—Canned corned beef.....	175,050	
—Canned roast beef.....	63,000	
—Canned brisket beef.....	9,540	
—S. P. pork shoulders.....	33,725	
—S. P. pork bellies.....	14,954	
—S. P. pork picnics.....	15,000	
Brazil—Canned corned beef.....	1,800	
—Canned roast beef.....	36,000	
Canada—Smoked back bacon.....	6,790	
—Fresh chilled pork cuts.....	17,476	
—Fresh chilled pork shoulders.....	1366	
—(100) Fresh chilled lamb carcasses.....	4,218	
—Fresh froz. veal sides.....	5,453	
—Dried sausage.....	180	
—Dried chilled beef livers.....	354	
—Fresh froz. pork hams.....	2,253	
—Fresh chilled pork cuts.....	25,590	
—Smoked pork middles.....	396	
—Fresh froz. beef hips.....	2,307	
—Fresh froz. beef chucks.....	2,673	
—Smoked picnics.....	259	
—Smoked pork butts.....	350	
—Breakfast bacon.....	195	
Czechoslovakia—Cooked ham in tins.....	4,221	
—Cooked pork sausage in tins.....	387	
—Cooked picnics in tins.....	57	
Denmark—Cooked ham in tins.....	33,284	
—Cooked pork loins in tins.....	2,844	
—Smoked bellies.....	1,494	
—Liverpaste.....	213	
—Smoked bacon.....	1,008	
—Cooked picnics in tins.....	6,293	
Holland—Smoked rolled ham.....	1,286	
—Cooked ham in tins.....	6,650	
Hungary—Cooked ham in tins.....	119,726	
—Cooked picnics in tins.....	79,418	
—Cooked pork loins in tins.....	15,228	
—Smoked sausage.....	1,379	
Irish Free State—Smoked bacon.....	3,060	
Italy—Smoked sausage.....	4,668	
—Coppe.....	1,488	
—Salami.....	176	
Lithuania—Fresh froz. pork butts.....	1,100	
—Fresh froz. pork ham.....	5,203	
—Fresh froz. pork picnics.....	778	
—Fresh froz. pork bellies.....	1,400	
Poland—Cooked ham in tins.....	562,693	
—Cooked pork picnics in tins.....	142,858	
—Cooked spiced ham in tins.....	4,679	
—Cooked pork loins in tins.....	13,326	
—Cooked shoulders in tins.....	8,111	
—Cooked pork butts in tins.....	2,853	
—Cooked luncheon meat in tins.....	935	
—Fresh froz. pork cuts.....	40,795	
—Smoked bacon.....	6,003	
Rumania—Cooked ham in tins.....	10,851	
—Cooked picnics in tins.....	10,851	
—Cooked pork loins in tins.....	4,320	
Uruguay—Canned corned beef.....	18,000	

JULY LARD MOVEMENT

Estimated production and consumption of lard from federally inspected slaughter during July, 1937, compared:

	July 1937.	June 1937.	July 1936.
Production, M lbs.....	41,701	52,410	82,952
Storage beginning of month, M lbs.....	185,124	194,477	106,774
Storage end of month, M lbs.....	156,959	185,124	117,026
Exports (red and neutral), M lbs.....	7,824	8,309	7,555
Apparent consumption, M lbs.....	62,042	53,454	65,145
Per-capita consumption lbs.....	.48	.41	.51

LESS LARD EXPORTED

Lard exports from the United States during the first six months of 1937 totaled 50,682,000 lbs., compared with 60,508,000 lbs. in the first half of 1936. The United Kingdom was the largest purchaser, with Cuba second. Quantities and total for the period were as follows:

	6 mos. 1937.	6 mos. 1936.
United Kingdom.....	27,172,000	36,867,000
Cuba.....	17,259,000	14,438,000
Others.....	6,251,000	9,203,000
Total.....	50,682,000	60,508,000

Week Ending October 2, 1937

CHICAGO PROVISION MARKETS

REPORTED BY THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, SEPTEMBER 25, 1937.

	Open.	High.	Low.	Close.
LARD—				
Sept.	10.80	10.80	10.55	10.55
Oct.	10.70	10.70	10.50	10.50 52½
Nov.				10.60n
Dec.	10.40-42½	10.45	10.40	10.40b
Jan.	10.40	10.40	10.32½	10.35b
Mar.				10.10b
May	10.10-10.00	10.10	10.00	10.07½

CLEAR BELLIES—

Sept.				16.37½n
Oct.				15.62½n

MONDAY, SEPTEMBER 27, 1937.

LARD—				
Sept.	10.70	10.85	10.60	10.60b
Oct.	10.62½	10.80	10.62½	10.55b
Nov.				10.60n
Dec.	10.42½	10.62½	10.35	10.50ax
Jan.	10.35	10.60	10.35	10.45ax
Mar.	10.00	10.25	10.00	10.15b
May	10.05-02½	10.30	10.00	10.17½ax

CLEAR BELLIES—

Sept.				16.37½n
Oct.				15.62½n

TUESDAY, SEPTEMBER 28, 1937.

LARD—				
Sept.	10.75	10.80	10.75	10.80b
Oct.	10.60	10.70	10.60	10.70b
Nov.				10.70n
Dec.	10.52½-50	10.70	10.50	10.70ax
Jan.	10.50	10.62½	10.47½	10.62½ax
Mar.	10.15	10.27½	10.15	10.20
May	10.25	10.27½	10.15	10.25ax

CLEAR BELLIES—

Sept.				16.32½ax
Oct.				15.62½n

WEDNESDAY, SEPTEMBER 29, 1937.

LARD—				
Sept.	10.72½	10.87½	10.72½	10.87½b
Oct.	10.67½-72½	10.80	10.65	10.80ax
Nov.	10.80			10.80
Dec.	10.67½	10.77½	10.65	10.75ax
Jan.	10.60-57½	10.70	10.57½	10.70ax
Mar.	10.55			10.35b
May	10.20	10.37½	10.20	10.35ax

CLEAR BELLIES—

Sept.				16.32½n
Oct.				15.62½n

THURSDAY, SEPTEMBER 30, 1937.

LARD—				
Sept.	10.97½	11.02½	10.92½	10.92½
Oct.	10.85	10.95	10.85	10.92½
Nov.	10.92½	10.92½	10.87½	10.90ax
Dec.	10.87½-95	10.95	10.85	10.85b
Jan.	10.80	10.85	10.75	10.77½ax
Mar.	10.55	10.55	10.45	10.45
May	10.50	10.50	10.40	10.45b

CLEAR BELLIES—

Sept.				16.32½n
Oct.				15.45ax

FRIDAY, OCTOBER 1, 1937.

LARD:				
Oct.	10.87½	10.90	10.80	10.87½-90
Nov.	10.55	10.80	10.82½	10.90b
Dec.	10.82½	10.85	10.75	10.82½b
Jan.	10.75	10.75	10.70	10.70ax
Mar.				10.35ax
May	10.35-25	10.35	10.22½	10.35b

CLEAR BELLIES:

Oct.				15.45ax
-----------	--	--	--	---------

Key: ax, asked; b, bid; n, nominal; —, split.

CASH PRICES

Based on actual carlot trading Thursday, September 30, 1937.

REGULAR HAMS.

Green.	*S.P.
8-10	20½
10-12	19½
12-14	19
14-16	19
10-16 range.....	19

BOILING HAMS.

Green.	*S.P.
16-18	18½
18-20	18½
20-22	18
16-20 range.....	18½
16-22 range.....	18½

SKINNED HAMS.

Green.	*S.P.
10-12	21
12-14	22
14-16	21
16-18	20½
18-20	19½
20-22	17½
22-24	16½
24-26	16
26-28	15½
30 and up.....	15

PICNICS.

Green.	*S.P.
4-6	18½
6-8	17½
8-10	14½
10-12	13½
12-14	13½
Short Shank ½c over.	

BELLIES.

(Square cut seedless.)

(S. P. ¼c under D. C.)

Green.	*D.C.
6-8	24½
8-10	23½
10-12	23½
12-14	23
14-16	21½
16-18	20½

*Quotations represent No. 1 new cure.

D. S. BELLIES.

Clear.	Rib.
14-16	16½
16-18	16½
18-20	16½
20-25	16½
25-30	16½
30-35	16½
35-40	16½
40-50	16½

D. S. FAT BACKS.

6-8	15½
8-10	16
10-12	17½
12-14	17½
14-16	17½
16-18	17½
18-20	17½
20-25	17½

OTHER D. S. MEATS.

Extra Short Clears.....	35-45	16½n
Extra Short Ribs.....	35-45	16½n
Regular Plates.....	6-8	15½
Clear Plates.....	4-6	15
Jowl Butts.....		17
Green Square Jowls.....		14½
Green Rough Jowls.....		

LARD.

Prime Steam, cash.....	11.17½ax
Prime Steam, loose.....	11.37½n
Neutral, in tierces.....	14.25n
Raw Leaf	12.25n

GERMAN CASINGS IMPORTS

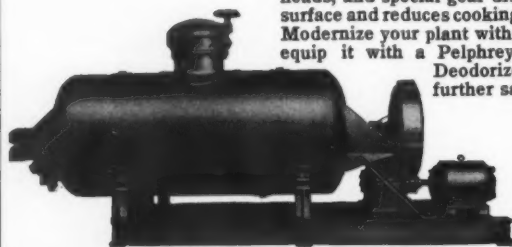
Imports of casings into Germany during the first six months of 1937 were 25,569,180 lbs. as compared with 27,979,245 lbs. in the corresponding period of 1936. Of the 1937 import Denmark furnished 6,802,425 lbs.; Great Britain, 4,610,655 lbs.; Argentina, 2,174,130 lbs.; United States, 1,214,955 lbs.; China, 456,435 lbs.; and Canada 438,795 lbs.

CHICAGO PROV. SHIPMENTS

Provision shipments from Chicago for the week ended Sept. 25, 1937, were as follows:

	Week Sept. 25.	Previous week.	Same week '36.
Cured Meats, lbs.....	19,970,000	17,367,000	18,124,000
Fresh Meats, lbs.....	45,744,000	41,102,000	46,652,000
Lard, lbs.....	9,325,000	9,536,000	2,040,000

Latest Type "VELVET DRIVE" COOKER



With all welded jacketed heads, or cast steel heads, and special gear drive, increases heating surface and reduces cooking time. Precision built. Modernize your plant with this type cooker, and equip it with a Pelphrey Vacuum Head and Deodorizer to effect even still further savings.

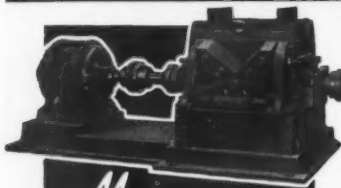
Experienced engineers, modern and extensive facilities, and a sound financial structure enable us to develop and produce a full line of Packers and Renderers Machinery of high quality, long life and low cost of operation. We solicit your business on the basis of honest value and a fully guaranteed product.

We will appreciate your inquiries.

PACKERS & RENDERERS MACHINERY

DIVISION RED WING MOTOR CO., Red Wing, Minn.

THE DIAMOND HOG



More
CAPACITY PER H.P.

Requires less power. Knives set at an angle, cut with a shearing stroke.

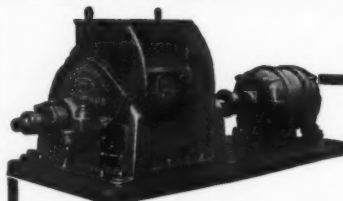
Large capacity — overhead gravity feed. Reduces carcass, bones, viscera, etc., to uniform fineness.

Write for bulletins and prices.

Established 1880

DIAMOND IRON WORKS INC.

MINNEAPOLIS, MINNESOTA, U. S. A.

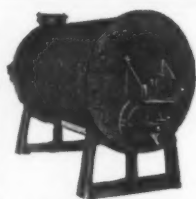


Reduces cooking
time 1/3 to 1/2!

SAVES STEAM, POWER, LABOR

CUTS RENDERING COSTS. — Grinds fats, bones, carcasses, viscera, etc. — all with equal facility. Reduces everything to uniform fineness. Ground product gives up fat and moisture content readily. Low operating cost. Big Savings! Increases melter capacity.

MITTS & MERRILL
Builders of Machinery Since 1884
1001-81 S. Water St., Saginaw, Mich.



23 YEARS'
EXPERIENCE

MELTERS DRY COOKERS DRYERS

Blood and Tankage

SIZES: 5x9 and Smaller

The Oil & Waste Saving Machine Co.

1509 Real Estate Trust Bldg.

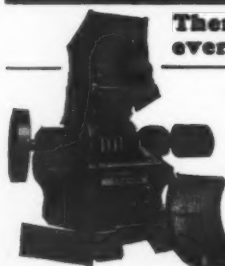
PHILADELPHIA, PA.

STEDMAN 2-STAGE GRINDERS CUT COSTS

SECURE more uniform grinding of packing house by-products—save power—reduce maintenance expense. Instant accessibility saves cleaning time. Nine sizes: 5 to 100 H.P., capacities 500 to 20,000 lbs. per hour. Write for catalog No. 302.



STEDMAN'S FOUNDRY
& MACHINE WORKS
504 INDIANA AVE. AURORA, INDIANA U.S.A.



There is a "Williams" Mill for
every By-Product Grinding Job

The WILLIAMS "825"

Best suited for grinding of higher grease content material such as greasy cracklings and tankage. Widely used by American Packers and Renderers. Write for Bulletin on complete installations—also of Williams Positive Drive vibrating screens.

WILLIAMS PATENT CRUSHER
AND PULVERIZER CO.
2708 North Ninth St., St. Louis, Mo.



GEO. H. JACKLE

Broker

Offerings Wanted of:

Tankage, Blood, Bones, Cracklings, Hoofs

405 Lexington Ave.

New York City



FEARN LABORATORIES, INC.

PHONE ARMITAGE 3697
701 N. WESTERN AVE.
CHICAGO, ILL.

TALLOW AND GREASES

WEEKLY MARKET REVIEW

TALLOW—The tallow market at New York during the past week was very quiet with little or no indication of any particular business. Buyers and sellers were apart and consumers were turning toward greases where fairly large purchases were reported.

With consumers practically out of the tallow market, offerings increased a little at the recent levels of 7½¢, delivered, for extra, and the market took on a little easier undertone. Producers, however, were not inclined to press offerings. The market gave some indications that the next important business in tallow would probably be at lower levels. On September 30 there was a report of a sale by small producer at 7½¢, delivered.

At New York, special was quoted at 6½¢; extra, 7½¢, delivered, and edible, 8½¢ nominal.

Trade in tallow futures on the New York Produce Exchange during the week was limited.

Trade in tallow at Chicago was rather dull during the week, awaiting resumption of activity by large buyers. Edible last sold at 7½¢, f.o.b. shipping point. Edible tallow was quoted on September 30 at 7½¢; fancy, 7½¢@7¾¢; prime packers, 7½¢@7¾¢; special, 6½¢@6¾¢, and No. 1, 6½¢@6¾¢.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, September-October shipment, was unquoted, while Australian good mixed, September-October shipment, was unchanged on the week at 23s 3d.

STEARINE—There was moderate trade in oleo stearine at New York at 9¢. Some business passed at 9½¢ for export and sellers were asking 9½¢.

Demand at Chicago was fair and the market was higher. Oleo stearine was quoted at 8½¢@8¾¢.

OLEO OIL—Trade was moderate and routine at New York. The market was unchanged with extra quoted at 12¼¢@13¼¢; prime, 12¼¢@12½¢, and lower grades, 11¼¢@12¼¢.

Demand was fairly good at Chicago and the market ¼¢ to ½¢ better. Extra oleo oil was at 12¼¢@12½¢.

(See page 33 for later markets.)

LARD OIL—Demand was fair and the market unchanged at New York. No. 1 was quoted at 10¼¢; No. 2, 10½¢; extra, 12¼¢; extra No. 1, 11¢; prime edible, 15¢; inedible, 14¢, and extra winter strained, 13¢.

NEATSFOOT OIL—Demand was fair and the market steady and unchanged at New York. Cold test was quoted at 17¼¢; extra, 11¼¢; extra No. 1, 11¢; pure, 12¼¢, and special, 13¢.

GREASES—There was substantial business in yellow and house grease at

the 6¢ level at New York during the past week. Prices were off about ½¢ from the previous week but consumers came into the market and were reported to have cleaned up producers' stocks fairly well. However, there were further offerings at the same levels, and demand appeared to have been satisfied.

There were some indications that soapers had turned to greases owing to relative firmness in tallow. Later in the week it was intimated that buyers' ideas on yellow and house grease were 5½¢, while sellers were holding at 6¢.

At New York, choice white was 8¢ nominal; A white, 7½¢@7¾¢; B white, 6½¢@7½¢, and yellow and house, 5½¢@6¢.

Trade in grease at Chicago was generally slow during week although there was some activity on September 29 with couple tanks choice white grease sold at 8½¢ and car yellow grease at 6¢, Chicago. Tank brown grease sold on September 30 at 5¼¢, Cincinnati basis. Choice white grease was quoted on September 30 at 8½¢; A white, 7½¢@7¾¢; B white, 6½¢@6¾¢; yellow, 10 to 15 f.f.a., 6¢, and 16 to 20 f.f.a., 5½¢@6¢, and brown, 5¢@5½¢.

BY-PRODUCTS MARKETS

Chicago, September 30, 1937.

Blood.

Domestic unground quoted \$3.50@3.60, Chicago basis.

	Unit.
	Ammonia.
Unground	\$3.50@3.60

Digester Feed Tankage Materials.

Market steady to a shade lower. Bidding \$3.40, Chicago, for 11 to 12 per cent tankage; 100 tons 6 to 8 per cent fancy tankage sold \$3.75 plus 10¢, Chicago.

Unground, 10 to 12% ammonia	\$3.40@3.50 & 10¢
Unground, 6 to 10%, choice	3.60@3.75 & 10¢
Liquid stick	@2.60

Packinghouse Feeds.

Market stronger on good demand.

	Carlots.	Per ton.
Digester tankage meat meal, 60%	@52.50	
Meat and bone scraps, 50%	@50.00	
Raw bone meal for feeding	@45.00	

Bone Meals (Fertilizer Grades).

Market about steady at quoted prices.

	Per ton.
Steam, ground, 3 & 50	@23.50
Steam, ground, 2 & 26	@23.50

Fertilizer Materials.

Fertilizer tankage market quiet with prices firm in sympathy with surrounding markets.

High grd. tankage, ground, 10@11% am.	\$3.25@3.35 & 10¢
Bone tankage, ungrd., low gr., per ton	@20.00
Hoof meal	3.40@3.50

Dry Rendered Tankage.

High test cake and expeller quoted 65¢@67½¢; low testing, 70¢@72½¢, c.a.f. Chicago. Car cracklings, 58 per cent protein sold at 65¢, Chicago; 67½¢ reported paid for some slightly better cracklings and bid of 70¢ reported on low test.

Hard pressed and expeller unground per unit protein .....	.65@.67½
Soft prod. pork, ac. grease & quality, ton	@45.00
Soft prod. beef, ac. grease & quality, ton	@35.00

Gelatin and Glue Stocks.

Market easy with product at lower prices in l.c.l. lots, c.a.f. Chicago.

	Per ton.
Calf trimmings	\$32.50@35.00
Picked sheep trimmings	@35.00
Sinews, plies	22.00@24.00
Cattle jaws, skulls and knuckles	28.00@30.00
Hide trimmings	18.00@20.00
Pig skin scraps and trim, per lb., l.c.l. 5¢ @ 6¢	

Horns, Bones and Hoofs.

Market quiet and prices nominal. Junk bones quoted delivered basis.

	Per ton.
Horns, according to grade	\$45.00@75.00
Cattle hoofs	@40.00
Junk bones	@20.00

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Animal Hair.

Crude hair summer take-off quoted at \$50.00 per ton, c.a.f. Chicago.

Coll and field dried hog hair	2¼¢@4½¢
Processed, black winter, per lb.	7½¢@10¢
Cattle switches, each*	2¢ @ 2¼¢

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, SEPTEMBER 25, 1937.

	High.	Low.	Close.
September			6.75 bid
October			6.90@7.30
November			7.00 nom
December			6.90@7.10
January	7.00	7.00	7.00
February			6.80@7.05

MONDAY, SEPTEMBER 27, 1937.

September			6.75 bid
October			6.90@7.27
November			7.00 nom
December	7.00	7.00	6.85@7.05
January			6.85@7.05
February			6.85@7.05

TUESDAY, SEPTEMBER 28, 1937.

October			6.80 bid
November			7.00 nom
December	7.01	7.01	7.00@7.10
January			6.90@7.00
February			6.90@7.05
March			6.85@7.10

WEDNESDAY, SEPTEMBER 29, 1937.

October			6.80 bid
November			7.00 nom
December			7.00@7.15
January			6.90@7.10
February			6.90@7.10
March			6.85@7.10

(Continued on page 30.)

THURSDAY, SEPTEMBER 30, 1937.

October	6.75 bld
November	7.00 nom
December	7.00@7.12
January	6.90@7.07
February	6.90@7.10
March	6.90@7.10

FRIDAY, OCTOBER 1, 1937.

December	7.00@7.15
March	6.90@7.15

TALLOW STOCKS DECLINE

Production of 332,000,000 lbs. of inedible tallow during the first half of 1937 was 70,000,000 lbs. under consumption, according to a recent report by the New York Produce Exchange. Stocks of inedible tallow at the end of June, 1937, were down to 176,265,699 lbs., a decline of approximately 68,000,000 lbs. from stocks on January 1, and of 88,000,000 lbs. from stocks on June 30, 1937. Consumption during the first half of 1937 was 22,000,000 lbs. under the like period in 1936.

Consumption of inedible tallow made consecutive records in 1934, 1935 and 1936, with the respective totals 717,368,000, 718,357,000 and 725,974,000 lbs. Consumption exceeded production by 400,000,000 lbs. for the two years 1935 and 1936, the deficit being partly made up by imports and partly by withdrawals from stocks. There has been about a 45 per cent decline in total tallow stocks since 1934.

EASTERN FERTILIZER MARKETS

(Special Cable to The National Provisioner.)

New York, September 29, 1937.

No sales of ground tankage have been reported but one car of underground tankage sold at \$3.20 and 10c f.o.b., local shipping point. There is very little interest being shown by buyers, but as the offerings are so limited the present prices are holding firm.

Dried blood is offered at \$3.50 per unit f.o.b., New York, but bids no doubt will be accepted as stocks are starting to accumulate.

Japanese sardine meal is being offered at \$45.00 New York from spot stocks here and for shipment at about \$46.50 per ton. There is very little buying interest in this material from either feeding or fertilizer buyers.

Other fertilizer materials such as sulphate of ammonia, nitrate of soda and superphosphate are holding firm in price with no change at present.

TALLOW AND GREASES

(Loose, basis Chicago.)

	Per lb.
Edible tallow	@ 7%
Prime packers tallow	7½ @ 7%
No. 1 tallow, 10% f.f.a.	6½ @ 6%
Special tallow	6½ @ 6%
Choice white grease	@ 8½
A-White grease, 4% acid	7 @ 7½
B-White grease, maximum 5% acid ..	6½ @ 6%
Yellow grease, 18-20 f.f.a.	5½ @ 6
Brown grease, 40 f.f.a.	5 @ 5½

FINANCIAL NOTES

U. S. Cold Storage Co. has declared a payment of \$3 on arrearages on preferred stock, payable September 30, on stock of record on September 27.

Directors of Wilson & Co. have declared a quarterly dividend of 12½ cents on common stock, payable December 1, to shareholders of record on November 15, and a payment of \$1.50 on \$6 preferred stock, payable November 1, to stockholders of record on October 15.

CHAIN STORE SALES

Cumulative sales of Kroger Grocery & Baking Co. for the first 36 weeks of 1937, ended September 11, showed an increase of 6 per cent over those of the like period of 1936. Sales for the 1937 period totaled \$172,732,250, a gain of \$9,610,176 over total business for the 1936 period. In the last four weeks of the period sales dropped 1 per cent below those of the like period a year earlier. The company had 4,172 stores in operation on September 11, 1937, a decrease of 45 units from the number operated a year ago.

American Stores Co., Philadelphia, report sales of \$8,042,914 for the four weeks ended August 28, a decline of .03 per cent from the 1936 period. The company expects to enter into an arrangement with the retail clerks affiliate of the American Federation of Labor, under which wages of clerks, managers and cashiers will be increased \$1 per week and the union given a preferential shop. This wage increase will cost \$300,000 annually.

Sales of National Tea Co. for the four weeks ended September 11 totaled \$4,486,744, a decrease of 3.9 per cent from those of the like period of 1936. Sales for the first 36 weeks of 1937 totaled \$43,516,681, an increase of 3.3 per cent over those of the like period of 1936. The company had 1,212 stores in operation on September 11 against 1,244 a year earlier.

Sales of Jewel Tea Co. in the first 36 weeks of 1937 totaled \$15,775,307, a gain of 14.6 per cent over volume of \$13,761,768 in the like period last year. Sales for the four weeks ended September 11 amounted to \$1,705,383, or 12.3 per cent above the corresponding 1936 period.

ANIMAL OILS

(Basis Chicago.)

	Per lb.
Prime edible	14½
Prime inedible	13½
Headlight	13½
Prime W. S.	12½
Extra W. S.	12½
Extra lard oil	12½
Extra No. 1 lard oil	10½
No. 1 lard oil	10½
No. 2 lard oil	10
Acidless tallow oil	10½
20° C. T. neatfoot	16½
Pure neatfoot oil	13½
Spec. neatfoot oil	12½
Extra neatfoot oil	10½
No. 1 neatfoot oil	10½

PACKER AND FOOD STOCKS

Price ranges of listed stock, September 29, 1937, or nearest previous date, compared with a week ago.

	Sales.	High.	Low.	— Close —
	Week Ended Sept. 29.	Sept. 29.	Sept. 22.	Sept. 22.
Amal. Leather	3,800	3½	3½	3½
Do. Pfd.	100	34	34	34
Amer. H. & L.	9,500	5	4½	5
Do. Pfd.	400	31½	31½	32½
Amer. Stores	4,600	13½	13	13½
Armour Ill.	49,350	9½	8½	9
Do. Pr. Pfd.	900	75	75	82
Do. Pfd.	100	100	100	101½
Do. Del. Pfd. ....	...	...	...	105
Beechnut Pack. ....	...	...	...	107½
Bohach, H. C. ....	...	...	...	4
Do. Pfd.	30	22½	22½	29
Chick. Co. Oil	2,500	16½	16½	17½
Childs Co.	6,300	6½	6½	7½
Cudahy Pack.	3,200	23½	23	24½
First Nat. Strs.	2,500	36½	36½	38½
Gen. Foods	9,600	34½	33½	34½
Gobel Co.	5,000	3	2½	3½
Gr. A & P	25	122½	122½	121½
1st Pfd.	340	81	81	81
Do. New .....	...	...	...	15
Hormel, G. A. ....	...	...	...	2½
Hygrade Food	1,500	2½	2½	2½
Kroger G. & B.	5,700	18½	18½	18½
Libby McNeill.	9,650	12½	12½	13
Mickelberry Co.	4,200	3½	3	2½
M. & H. Pfd.	100	3	3	3
Morrell & Co.	400	30½	29½	30½
Nat. Tea	1,600	5½	5½	6
Proc. & Gamb.	6,800	52½	51½	53½
Do. Pr. Pfd.	140	118	118	117½
Rath Pack.	50	19	19	19½
Safeway Strs.	7,300	29½	28½	29½
Do. 5% Pfd.	40	95	95	95
Do. 6% Pfd.	30	98	98	103
Do. 7% Pfd. ....	...	...	...	106
Stahl Meyer	200	2	2	2½
Swift & Co.	13,350	21	20½	21
Do. Intl.	4,300	27½	27½	28½
Tranz Pork .....	...	...	...	8
U. S. Leather	4,800	7½	7½	7½
Do.	4,900	12	12	12
Do. Pr. Pfd. ....	...	...	...	101
Wesson Oil	2,700	32½	31½	32½
Do. Pfd.	400	78	78	78
Wilson & Co.	16,700	7½	7½	7½
Do. Pfd.	300	67	66½	70½

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports	@ 27.50
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York	nominal
Blood, dried, 16% per unit	@ 3.50
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	3.50 @ 10c
Fish meal, foreign, 11½% ammonia, 10% B. P. L. c.i.f. spot	@ 45.00
Oct.-Nov. shipment	@ 46.50
Fish scrap, acidulated, 7% ammonia, 3% A.P.A. f.o.b. fish factories	2.90 & 50c
Soda nitrate, per net ton: bulk, Oct.-June	@ 27.00
in 200-lb. bags, Oct.-June	@ 28.30
in 100-lb. bags, Oct.-June	@ 29.00
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.25 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk	3.20 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 26.00
Bone meal, raw, 4½% and 50%, in bags, per ton, c.i.f.	@ 28.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% fat	@ 9.00

Dry Rendered Tankage.

50% unground	@ 72½
60% unground	@ 72½

CAKE AND MEAL EXPORTS

Cottonseed meal exported from the United States in July, 1937, totaled 67 tons, valued at \$2,399. No cottonseed cake was exported during the month.

VEGETABLE OILS

WEEKLY MARKET REVIEW

COTTONSEED oil futures continued to back and fill over a narrow range and within striking distance of the season's lowest levels this week. However, the market again displayed considerable stubbornness toward declines. News was very mixed and the trade lacked outstanding features. Commission houses and professionals were first on one side and then on the other side of the market.

Ideal growing weather in the South, a tendency to raise cotton crop estimates, and easiness in allied markets and securities combined to bring about scattered selling and liquidation in the oil market. Excellent cash oil demand and lack of any particular hedge selling acted as supporting influences to prices around the 7c level.

The market gave evidence during the week that it was more ready to respond to constructive factors than to destructive news. Situation in the cash oil market was very steady and thus far there have been no tenders on October oil contracts. The huge discount of oil under lard attracted some speculative absorption. There was less interest in the foreign situation.

There was some disposition to sell late oil months against purchase of cotton by spreaders, around 1c per pound difference.

Offerings Scarce on Declines

The outstanding feature of trading was tendency of offerings of oil to dry up on declines. This was partly due to fact that crude oil was not moving freely and was a little steadier. This was difficult to explain since weather in the South was favorable with little rain. Absence of pressure from the new crop must be laid either to a tendency to hold seed for better prices or to inability to move seed early.

It was reported from Texas that farmers intend to use the poorer seed for fertilizer.

There was a fair volume of trade in crude during the week, especially in the Southeast and Valley where sales were made at 6c, or up ½c from extreme lows. In Texas, some trading passed at 5½@5¾c, or a shade better than inside figures for the season.

Latest private cotton crop estimates indicate a production of 16,583,000 bales. Some factors believe that the government October 1 estimate may prove to be even closer to the 17,000,000 bale figure. Growth of cotton is apt to continue until frost.

Cash circles reported another week of good trade in oil and shortening. Business during September has been excellent and it is felt that September consumption will exceed the 317,000 bbls. in

August. Some are predicting that September consumption will exceed 350,000 bbls. compared with 252,000 bbls. last year. With lard stocks declining and shortening continuing relatively cheap, it is believed that the outlook is favorable for heavy October distribution.

COCOANUT OIL.—There was a tendency to offer cocoanut oil to the United States a little more freely and the market showed some signs of giving ground. At New York, oil was quoted at 4½@4¾c and on the Pacific coast at 4¾c.

CORN OIL.—More or less nominal conditions continued to rule the market at New York. Prices were around 6¾c with the trade awaiting the new crop.

SOYA BEAN OIL.—There was little apparent change in the market at New York. Sellers were asking 6¼c and buyers' ideas were around 5¾c. Forward shipment oil was available around 6c.

PEANUT OIL.—Offerings continued light at New York. The market was around 7c for nearby oil and 6½c nominal on forward shipments.

PALM OIL.—Trade was rather quiet at New York and the market was steady while awaiting a better idea on new crops. Nigre for shipment was quoted at 4¾c; soft oils, 3.90c, and Sumatra, 3¾@3¾c.

PALM KERNEL OIL.—Trade was slow at New York and the market was quoted around 4.80c.

OLIVE OIL FOOTS.—Trade was limited at New York. Nearby foots

were quoted at 10c and forward shipment at 9c.

COTTONSEED OIL.—Valley and Southeast crude were quoted on September 29 at 6.00 paid; Texas 5.87½ paid at common points, Dallas 6.00 nominal.

Market transactions at New York:

Friday, September 24, 1937

	Sales.	High.	Low.	Closing Bid.	Asked.
Oct.	24	723	717	717 a trad	
Nov. . . . .	....	....	....	718 a nom	
Dec.	11	729	722	722 a trad	
Jan.	13	732	725	725 a trad	
Feb. . . . .	....	....	....	725 a nom	
Mar.	58	738	730	731 a trad	
April . . . . .	....	....	....	732 a nom	
May	24	743	738	737 a trad	

Saturday, September 25, 1937

Oct.	37	715	707	707 a trad	
Nov. . . . .	....	....	....	710 a nom	
Dec.	5	720	718	718 a trad	
Jan.	15	724	720	722 a trad	
Feb. . . . .	....	....	....	722 a nom	
Mar.	43	730	726	727 a trad	
April . . . . .	....	....	....	727 a nom	
May	27	735	733	736 a trad	

Monday, September 27, 1937

Oct.	38	706	702	706 a trad	
Nov. . . . .	....	....	....	705 a nom	
Dec.	18	721	715	717 a trad	
Jan.	13	722	718	721 a trad	
Feb. . . . .	....	....	....	721 a nom	
Mar.	24	730	725	728 a trad	
April . . . . .	....	....	....	730 a nom	
May	31	736	733	735 a trad	

Tuesday, September 28, 1937

Oct.	10	712	707	716 a trad	
Nov. . . . .	....	....	....	720 a nom	
Dec.	4	724	720	724 a trad	
Jan.	13	728	724	729 a trad	
Feb. . . . .	....	....	....	730 a nom	
Mar.	58	736	728	736 a trad	
April . . . . .	....	....	....	738 a nom	
May	38	744	738	744 a trad	

Wednesday, September 29, 1937

Oct.	18	718	710	718 a trad	
Nov. . . . .	....	....	....	719 a nom	
Dec.	10	724	721	724 a trad	
Jan.	22	728	728	727 a trad	
Feb. . . . .	....	....	....	730 a nom	
Mar.	27	733	730	733 a trad	
April . . . . .	....	....	....	735 a nom	
May	29	740	735	740 a trad	

Thursday, September 30, 1937

Oct. . . . .	....	735	733	733 a trad	
Dec. . . . .	....	745	727	741 a trad	
Jan. . . . .	....	748	729	745 a trad	
Mar. . . . .	....	753	735	750 a trad	
May . . . . .	....	759	747	756 a trad	

(See page 33 for later markets.)

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Sept. 30, 1937.—Cotton oil advanced for the week about ten points in futures and ½c lb. in crude oil, with sales today at 6@6½c according to locations. Stronger market due mainly to slowing down of seed movement and good demand for compound with large September consumption expected. Cotton oil market may ease off if next government crop report shows around 16½ million bales as expected, but large buying interest in oil develops from many sources as prices weaken.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, September 30, 1937.—Forty-three per cent cottonseed cake and meal, Dallas basis, for interstate shipment, \$22.00. Prime cottonseed oil 5% @ 6c.

HIDES AND SKINS

WEEKLY MARKET REVIEW

Chicago

PACKER HIDES.—Aside from some further export trade on light native cows to Japan at unchanged prices, there was no change in the situation in the packer hide market this week. Calf and kipskins moved in a large way at lower prices.

One packer moved 10,000 light native cows, the light end or 23/45 lb., at a price to net 17½¢, and later confirmed 12,000 more light native cows steady with earlier trading, all going to Japan. It is intimated that further business in that direction is still pending.

However, the recent export business of this type at prices in line with packers' ideas seems to have had little effect on the ideas of domestic tanners, who are faced with the problem of raising leather prices in the face of declines in other commodities or buying hides in line with leather prices. Packers are holding the best seasonal take-off of the year and have shown no inclination thus far to weaken in their ideas of value. Aside from some inquiries from specialty leather tanners for heavy native steers and heavy cows, also extreme light native steers, at about a cent down, bids appear to be lacking in any quantity sufficient to tempt packers.

The hide futures market drifted about 50 points lower during the week, in sympathy with declines in other commodity markets. Some re-sale offerings of last fall take-off light native cows are coming out and understood to be available around 14½¢ but this price is below parity with the futures market.

Cattle receipts at the seven western markets for the first four days this week were 198,000 head, compared with 219,000 last week and 193,000 a year ago. A new 18-year top price for well finished cattle was paid at Chicago this week, which helped to attract shipments, but actual slaughter figures are considerably below receipts.

Last trading prices are still quoted in a nominal way on hides but the only inquiries recently have been at around a cent less and trading is still awaited to define prices.

August shoe production was estimated at 38,484,461 pairs, as against 34,755,727 in July, the usual seasonal increase, and 40,668,207 in Aug. last year; total for first eight months this year 305,288,879 pairs compared with 270,612,974 for same period last year.

OUTSIDE SMALL PACKER HIDES.—Several cars outside small packer all-weight natives sold at 14½¢, selected, del'd Chgo., brands ½¢ less; one car sold same basis, f.o.b. shipping point. Another car moved at 14½¢, Chgo., for choice light avge. stock, with take-off well known to buyer. Mixed

lots quoted around 14¢. Chgo. take-off only nominal at 14½¢@15¢.

PACIFIC COAST.—Trading still awaited to establish prices in the Coast market. Most of July production had moved before trading stopped, with last sales at 17½¢ for steers and 16¢ for cows, but some adjustment in prices will undoubtedly be made when business is resumed.

FOREIGN WET SALTED HIDES.—South American steers sold a shade higher early in the week when 12,000 Argentine steers, mostly Sansinenas, sold to England and the States at 98 pesos, equal to about 15½¢, c.i.f. New York, as against 97 pesos or 15½¢ last week. Later, 1,000 Gualaguaychu steers sold at 99 pesos or 16½¢; 1,250 Gualaguaychu reject steers at 95 pesos or 15½¢; 1,000 Gualaguaychu light steers at 94 pesos or 15½¢, and 1,000 Gualaguaychu reject light steers at 90 pesos or 14½¢.

COUNTRY HIDES.—Trading continues very restricted in country hides. Receipts of all-weights are extremely small just now and are not expected to show any great increase until the winter kill starts. All-weights generally quoted 11½¢@12¢ untrimmed, selected, delivered Chicago, but difficult to get offerings that basis. Heavy steers and cows nominal around 11½¢@11½¢, trimmed. Car trimmed buff weights reported at 12¢, although 12½¢@12½¢ usually asked. Holders of extremes seem more inclined to listen to tanners' ideas; one car trimmed extremes was reported at 14¢, although 14½¢@14½¢ asked on most offerings. Bulls and glues 9½¢@9½¢ flat. All-weight branded hides 10½¢@11¢ flat.

CALFSKINS.—Packers moved 150,000 or more July-Aug. calfskins at prices 4¢ lower for heavies 9½/15 lb., and 2½¢ down for lights under 9½ lb. Trading started at close of last week, one packer moving 14,000 Aug. Detroit, Cleveland and Evansville skins at 24¢ for heavies and 21¢ for lights; 16,000 Aug. northern heavies sold at 23¢, 14,000 July-Aug. River point heavies at 22¢, 8,500 southern at 18¢, and 20,000 Milwaukee all-weights at 21¢, selected, for both packers and cities. Another packer moved 11,000 and third packer 15,000 July-Aug. heavies at 23¢ for northern and 22¢ for River points, and later sold total of 16,000 July-Aug. lights at 20½¢. Fourth packer sold 25,000 July-Aug. heavy northern and River points, also 5,000 southern, same basis; also some lights at 20½¢, and couple packers credited with booking some lights to tanning account.

Chicago city 8/10 lb. calf are available at 18½¢, or ½¢ off, but offerings limited; car 10/15 lb. sold at 18½¢, or ½¢ decline from last week, and more available. Outside cities 8/15 lb., quoted

around 18¢ nom.; mixed cities and countries 16¢@16½¢; straight countries 14¢@14½¢ flat. Chicago city light calf and deacons well sold up last week at \$1.25.

KIPSKINS.—Packer Sept. kipskins are moving at 1¢@1½¢ decline from August sales. One packer sold 11,000 Sept. production at 18¢ for northern natives, 17¢ for northern over-weights, southern a cent less, and brands at 15½¢. Another sold 5,500 northern natives at 18¢, 1,500 northern over-weights 17¢, and 1,700 brands 15½¢. Third packer sold 8,500 southern natives and 5,000 brands, and fourth packer most of natives and all over-weights, same basis.

Offerings of Chicago city kipskins at 17¢ are unsold and, although intimated 16½¢ would be accepted, bids are lacking. Outside cities quoted around 16¢ nom.; mixed cities and countries about 15¢; straight countries 13½¢@14¢ flat.

Bids of \$1.00 declined for packer Aug. regular slunks, asking \$1.05@1.10.

HORSEHIDES.—Market shows an easier trend, with trading light. Choice city renderers, with full manes and tails, have been reported at \$5.10@5.20 but some quote \$4.90@5.00 as closer to present market, selected, f.o.b. nearby points. Ordinary trimmed renderers \$4.50@4.75, del'd Chicago; mixed city and country lots \$4.00@4.25, Chicago.

SHEEPSKINS.—Dry pelts quiet and nominal at 23½¢@24½¢ per lb., del'd Chgo. One packer reports moving 12,000 shearlings this week, No. 1's at \$1.25 and some better stock at \$1.35, No. 2's \$1.15 and No. 3's 85¢; other packers quote No. 1's \$1.20@1.25 and steady to 5¢ down on other grades; some sales reported in one direction under these prices but confirmation not obtainable. Production is limited now. Pickled skins are dull and buying interest lacking; offerings at \$7.75@8.00 per doz. unsold and inquiries quiet. Packer lamb pelts also slow, with \$1.75@1.85 per cwt. live lamb reported bid for outside packer pelts and \$1.90 per cwt. last paid locally to an independent packer. The slow wool trade recently has caused buyers to talk lower on all pelts and skins.

New York

PACKER HIDES.—While packers continue to quote their last sale prices and talk 20¢ for Aug.-Sept. natives, 19½¢ for butt brands and 19¢ for Colorado, these quotations are only nominal pending resumption of trading in the western market. One packer still holds several months prior to August.

CALFSKINS.—Market quiet, the trading previous week having about cleaned up offerings for the moment, especially on the heavier weights. Last trading in collectors' 5-7's was at \$1.60, 7-9's at \$2.00 and 9-12's at \$2.90. Packers last sold 5-7's at \$1.80, 7-9's at \$2.20 and 9-12's at \$3.20, with 9-12 buttermilks at \$2.80.

Watch "Wanted" page for Bargains.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Oct. 1, 1937, with comparisons:

PACKER HIDES.			
	Week ended Oct. 1.	Prev. week.	Cor. week.
Spr. nat.			
strs.	@19½n	@19½n	@15½n
Hvy. nat.			
strs.	@19½	@19½	15 @15½
Hvy. Tex.			
strs.	@19½	@19½	@15
Hvy. butt brand'd			
strs.	@19½	@19½	@15
Hvy. Col.			
strs.	@19	@19	@14½
Ex-light Tex.			
strs.	@16½ax	@16½ax	@11½
Brnd'd cows.	@16½ax	@16½ax	@11½
Hvy. nat.			
cows	@18½	@18½	18½ @14
Lt. nat. cows	@17ax	@17ax	@10½
Nat. bulls...	@14ax	@14ax	@9½
Brnd'd bulls.	@13ax	@13ax	@9½
Calfskins ...	20½ @23	23 @27ax	20 @21½
Kips, nat....	@18	@19	@16½
Kips, ov-wt..	@17	@17½	@15
Kips, brand'd.	@15½	@16½	@13½
Slunks, reg..	1.00 @1.10	@1.10ax	@1.02½
Slunks, hrls. 45	@50	45 @50	40 @45

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts. 14	@15	14½ @15	11 @11½
Branded ...	13½ @14½	14 @14½	10½ @11½
Nat. bulls...	@12	12 @12½	9 @9½
Brnd'd bulls.	@12	11 @11½	8 @8½
Calfskins ...	@18½	@19	17 @17½
Kips	16 @17n	16½ @17n	@14
Slunks, reg. 95	@1.00n	95 @1.00n	80 @90n
Slunks, hrls. 35	@40n	35 @40n	25 @30n

COUNTRY HIDES.

Hvy. steers. 11½	@11½	11½ @12	8 @8½
Hvy. cows...	11½ @11½	11½ @12	8 @8½
Bulls	@12	12 @12½	@9½
Extremes ...	14 @14½	14 @14½	@10½
Bulls	9½ @9½	9½ @9½	6½ @7
Calfskins ...	14 @14½	14½ @14½	12½ @13
Kips	13½ @14	13½ @14	11½ @12
Light calf...	85 @1.00n	85 @1.00n	80 @95n
Deacons ...	85 @1.00n	85 @1.00n	80 @95n
Slunks, reg. 70	@80n	70 @80n	65 @75n
Slunks, hrls. 15	@25n	15 @25n	10 @15n
Horsehides ...	4.00 @5.10	4.25 @5.20	3.10 @3.80

SHEEPSKINS.

Pkr. lambs...			
Sm. pkr. lambs			1.15 @1.20
Pkr. shearings	1.20 @1.35	1.25 @1.35	95 @1.20
Dry pelts...	23½ @24½	24 @25n	18 @19

N. Y. HIDE FUTURE MARKETS

Saturday, Sept. 25, 1937—No session.

Monday, Sept. 27, 1937—Close: Dec. 15.15 bid; Mar. 15.53 sale; June 15.85 @15.90 sale; Sept. 16.17 nom.; sales 117 lots. Closing 13 @15 lower.

Tuesday, Sept. 28, 1937—Close: Dec. 15.00 sale; Mar. 15.34 @15.35 sale; June 15.69 @15.75; Sept. 16.00 nom.; sales 65 lots. Closing 15 @19 lower.

Wednesday, Sept. 29, 1937—Close: Dec. 14.87 sale; Mar. 15.22 sale; June 15.58 sale; Sept. 15.89 n; sales 163 lots. Closing 11 @13 lower.

Thursday, Sept. 30, 1937—Close: Dec. 14.85 sale; Mar. 15.16 @15.18; June 15.48 @15.54; Sept. 15.79 n; sales 80 lots. Closing 2 @10 lower.

Friday, Oct. 1, 1937—Close: Dec. 14.88 @14.97; Mar. 15.26 sales; June 15.57 bid; Sept. (1938), 15.90 @16.00; sales 54 lots. Closing 3 to 11 higher.

HULL OIL MARKETS

Hull, England, September 29, 1937.—Refined oil, 23s 6d. Egyptian crude cottonseed oil, 20s 6d.

Week Ending October 2, 1937

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products were easier during latter part of week on moderate October tenders on contracts, scattered liquidation and some selling in evening up to await Chicago monthly stock statement. Hog market rather steady.

Cottonseed Oil

Cotton oil bulged 20 points Thursday on press reports from the South of movement underway to have some governmental agency buy 500,000,000 lbs. cottonseed oil, such as the government is doing in cotton. General short covering weakened the technical position, and with no follow-through-buying on Friday, prices reacted 10 points. Cash oil demand continued excellent. Crude oil was firmer; Texas, 6c sales; Southeast and Valley, 6½c sales.

Quotations on bleachable cottonseed oil at close of market on Friday were: Oct. 7.33 @7.39; Dec. 7.35 @7.38; Jan. 7.40; Mar. 7.46; May 7.53. Tone steady. Sales 147 lots.

Tallow

Tallow, extra 7¼c lb. f.o.b.

Stearine

Stearine, 9c.

Friday's Lard Markets

New York, Oct. 1, 1937.—Prices are for export. Lard, prime Western, \$11.55 @11.65; middle Western \$11.55 @11.65; city, 11½c; refined Continent 12½c; South American, 12½c; Brazil kegs, 12½c; compound, 10½c in earlots.

MEAT AND LARD EXPORTS

Exports of bacon and lard through port of New York during week ended October 1, 1937 totaled 418,505 lbs. of lard and 76,500 lbs. of bacon.

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to October 1, 1937: To the United Kingdom, 75,363 quarters; to the Continent, 39,174. Last week to United Kingdom, 126,057 quarters; to the Continent, 36,792.

LARD AND GREASE EXPORTS

Exports of lard from New York City, week of September 25, 1937, totaled 360,250 lbs.; greases 98,200 lbs.; stearine 2,240; tallow none.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, September 30, 1937—General provision market firmer, owing to small arrivals; fair demand for A. C. hams and pure lard.

Friday's prices were: Hams, American cut, 109s; hams, long cut, unquoted; Liverpool shoulders, square, unquoted; picnics, unquoted; short backs, unquoted; bellies, English, 84s; Wiltshires, unquoted; Cumberlands, 69s; Canadian Wiltshires, 95s; Canadian Cumberlands, 81s; spot lard, 67s.

LIVERPOOL PROVISION STOCKS

Provision stocks on hand October 1, 1937, as estimated by Liverpool Trade Association:

	Oct. 1, 1937.	Sept. 1, 1937.	Oct. 1, 1936.
Bacon, lbs.	3,360	13,552	176,624
Ham, lbs.	56,446	443,968	1,643,376
Shoulders, lbs.	388	—	4,480
Butter, cwt.*	6,218	8,008	7,814
Cheese, cwt.*	25,114	26,555	16,374
Lard, steam (U. S.) tons.	47	22	—
Lard, steam (Canada)	—	37	—
Lard, steam (Argentina)	25	—	—
tons	71	92	10
Lard, refined (U. S.) tons	270	005	1,064
Lard, refined (Canada)	—	—	—
tons	38	59	58
Lard, refined (Can. & So. Amer.) tons.	2	4	15

* (Ton of 2,240 lbs., cwt., 112 lbs.)

PORK PRODUCTS EXPORTS

Exports of provisions originating in the United States and Canada from Atlantic and Gulf ports:

	Week ended Sept. 25, 1937.	Week ended Sept. 26, 1936.	Nov. 1, 1936 to Sept. 25, 1937.
PORK.			
To	bbls.	bbls.	bbls.
United Kingdom	—	—	10
Continent	5	—	271
Total	5	—	281

BACON AND HAMS.

	M lbs.	M lbs.	M lbs.
United Kingdom	322	410	95,789
Continent	—	—	88
West Indies	—	—	223
B. N. A. Colonies.	—	—	20
Other Countries	—	—	5
Total	322	410	96,126

LARD.

	M lbs.	M lbs.	M lbs.
United Kingdom	981	1,872	84,217
Continent	41	147	2,707
Sth. and Chl. America	—	—	1,514
West Indies	240	—	5,093
B. N. A. Colonies.	—	—	137
Other Countries	—	—	9
Total	1,262	2,019	93,617

TOTAL EXPORTS BY PORTS.

	Pork, bbls.	Bacon and Hams, M lbs.	Lard, M lbs.
From			
New York	5	121	360
New Orleans	—	—	240
Montreal	—	201	662
Total week	5	322	1,262
Previous week	—	232	2,596
2 weeks ago.	—	222	893
Cor. week 1936.	—	410	2,019

SUMMARY NOV. 1, 1936 TO SEPT. 25, 1937.

	1936-'37.	1935-'36.
Pork, M lbs.	56	249
Bacon and Hams, M lbs.	96,126	74,468
Lard, M lbs.	93,617	90,975

LIVE STOCK MARKETS

WEEKLY REVIEW

FEWER GRASS CATTLE

Shipments of cattle and calves from the 17 states in the Western cattle area, extending from North Dakota to Texas and westward, during the five months August to December, 1937, will be about 5 per cent smaller than shipments during the corresponding period of 1936, according to the report of the Bureau of Agricultural Economics. This reduction is equivalent to about 330,000 head. Compared with 1935 shipments, the estimated numbers to be shipped this year will be about 3 per cent larger and with the 10-year (1925-1934) average, they will be 13 per cent larger.

Reduction in total marketings this fall from last will be a result of the much smaller movement from the States where the 1936 drought forced heavy marketings in that year, and where the droughts of 1934 and 1936 caused marked decreases in cattle numbers. This includes all of the Northern Great Plains states. In other states where feed conditions in 1936 were fairly good and where there was a tendency to reduce marketings in 1936 because of the decline in cattle prices, marketings this fall are expected to exceed those of 1936. Included in this group are Texas, Colorado and most of the states west of the continental divide.

The increased production of feed grains this year in the Corn Belt states and the much lower feed prices in prospect compared with 1936 are expected to result in a much better demand for, and larger purchases of, feeder cattle this fall than in the fall of 1936. Hence, it is probable that a large number of the cattle marketed this fall from the Western cattle states will be bought for finishing purposes, and that the decrease in the number going to immediate slaughter will be considerably greater than the decrease in total marketings.

Ranges and pastures in most of the Western cattle states have been better

this year than last and much better in the states that suffered most from the 1936 drought, except in restricted areas. The most important of these latter is the Sand Hills area of Nebraska where pastures are about as poor as, and hay and feed supplies will be smaller than, in either of the drought years of 1934 and 1936. In general, cattle marketed from the Western cattle states this fall will be in very good condition.

SHOW IS BEEF SUPPLY GUIDE

The month of October will, in the opinion of cattlemen, see the peak movement of choice stock calves and yearling stockers from Southwest ranges to market. In the past several years, owing to drought conditions, this movement came earlier, and in 1934 it materialized in August. This year ranges in most producing sections have been good, especially good in the higher altitude country, so that conditions are most favorable for the October movement.

Kansas City is a natural gateway between the Southwest and Corn Belt feeding sections. The vanguard of this movement appeared this week, when Monday's supply of stock calves and yearlings was the largest of the season thus far. The trade anticipates that the week of October 16 to 23—American Royal Show Week—will see the largest supplies, as there will be numerous offerings in the carlot stocker and feeder division of the show, as well as on the open market at that time.

Fall marketing of stock calves and yearlings has an important bearing on the supply of long fed cattle in the following year, as it is mostly from these young cattle that feeders make selections that are handled in feed lots for a period of eight to twelve months.

RECEIPTS AT CHIEF CENTERS

Week ended Sept. 24, 1937:

At 29 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 24.....	313,000	250,000	409,000
Previous week	278,000	257,000	425,000
1936	290,000	347,000	461,000
1935	294,000	214,000	444,000
1934	401,000	431,000	735,000

At 11 markets:	Hogs.
Week ended Sept. 24.....	194,000
Previous week	194,000
1936	272,000
1935	156,000
1934	376,000
1933	1,040,000
1932	387,000

At 7 markets:	Cattle.	Hogs.	Sheep.
Week ended Sept. 24.....	236,000	163,000	265,000
Previous week	201,000	143,000	250,000
1936	215,000	228,000	274,000
1935	204,000	124,000	245,000
1934	317,000	328,000	522,000
1933	204,000	928,000	282,000
1932	197,000	319,000	343,000

U. S. INSPECTED HOG KILL

At 8 points for the week ended September 24, 1937:

	Week ended Sept. 24.	Prev. week.	Cor. 1936.
Chicago	57,975	43,328	58,491
Kansas City, Kansas.....	17,817	15,865	26,917
Omaha	17,463	14,626	21,700
St. Louis & East St. Louis.....	34,264	31,190	35,836
St. Joseph	10,272	7,558	10,094
St. Paul	9,862	5,273	14,737
N. Y., Newark and J. C.	24,065	16,733	37,789
Total	213,368	174,689	244,717

NEW YORK LIVESTOCK

Receipts week ended September 25, 1937:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,254	15,778	3,036	41,041
Central Union	1,912	983	.....	15,144
New York	124	3,910	20,356	6,054
Total	7,290	20,671	23,392	62,239
Last week	5,707	16,698	22,322	68,223
Two weeks ago.....	4,431	13,789	13,755	45,533



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CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., September 30, 1937—At 20 concentration points and 10 packing plants in Iowa and Minnesota, general undertone in week's hog trade was fairly active despite considerable increase in receipts compared with week and year ago. Thursday's market was 20@35c lower than preceding Saturday; butcher hogs reflected most of decline. General quality of run was again somewhat improved. Current prices of good to choice 180 to 250-lb., mostly \$11.25@11.40 with some concentrating yards bidding down to \$11.15 or less. Practical top, \$11.40; strictly choice hogs quotable above \$11.50 sparingly; 250 to 270-lb., \$11.00@11.25; 270 to 290-lb., \$10.90@11.10; 290 to 350-lb., \$10.50@11.00; 160 to 180-lb., \$9.80@10.80; comparable grade light lights, \$9.20@10.20; good packing sows, 425-lb. down, \$9.65@10.05; smooth light sows, \$10.10 or slightly higher and heavier kinds down to around \$9.40.

Receipts week ended September 30, 1937:

	This week.	Last week.
Friday, Sept. 24.....	12,800	15,900
Saturday, Sept. 25.....	13,500	8,000
Monday, Sept. 27.....	25,100	15,800
Tuesday, Sept. 28.....	12,100	8,800
Wednesday, Sept. 29.....	19,200	12,800
Thursday, Sept. 30.....	16,700	14,200

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top Prices	Week ended Sept. 23.	Last week.	Same week 1936.
Toronto.....	\$10.00	\$ 9.50	\$ 6.15
Montreal.....	9.00	8.00	6.25
Winnipeg.....	9.50	9.00	5.50
Calgary.....	6.75	6.50	4.25
Edmonton.....	6.50	6.50	4.75
Prince Albert.....	5.25	5.75	3.00
Moore Jaw.....	6.00	6.00	4.00
Saskatoon.....	5.50	5.50	4.00

VEAL CALVES.

Toronto.....	\$11.00	\$10.00	\$ 9.00
Montreal.....	9.00	9.50	8.00
Winnipeg.....	7.00	6.50	5.50
Calgary.....	6.00	6.00	3.25
Edmonton.....	6.00	6.00	4.00
Prince Albert.....	5.50	5.00	3.50
Moore Jaw.....	5.50	5.00	4.00
Saskatoon.....	5.50	5.50	4.85

BACON HOGS.

Toronto.....	\$11.00	\$11.50	\$ 8.35
Montreal (1).....	10.50	10.25	8.75
Winnipeg (1).....	9.65	9.65	8.00
Calgary.....	9.60	9.50	7.85
Edmonton.....	9.40	9.40	8.25
Prince Albert.....	9.40	9.40	7.75
Moore Jaw.....	9.50	9.50	7.75
Saskatoon.....	9.40	9.40	7.75

(1) Montreal and Winnipeg hogs sold on a "fed and watered" basis. All others "off trucks."

GOOD LAMBS.

Toronto.....	\$ 9.00	\$ 9.00	\$ 8.25
Montreal.....	8.75	9.00	7.25
Winnipeg.....	7.25	7.75	6.50
Calgary.....	6.50	6.50	5.75
Edmonton.....	6.25	6.00	6.00
Prince Albert.....	6.50	7.00	5.25
Moore Jaw.....	6.50	7.00	6.00
Saskatoon.....	6.25	7.25	5.40

CHICAGO PACKER PURCHASES

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 29,000 cattle, 6,067 calves, 26,722 hogs and 24,498 sheep.

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, September 30, 1937, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or cilly hogs, excluded). CHICAGO. E. ST. LOUIS. OMAHA. KANS. CITY. ST. PAUL.

Lt. wt., 140-160 lbs.,					
Good-choice.....	\$11.00@12.00	\$11.40@12.00	\$10.25@11.00	\$10.50@11.00	\$11.00@11.40
Medium.....	10.40@11.45	10.90@11.75	9.75@10.75	10.00@11.00	10.50@11.25

Lt. wt., 160-180 lbs.,					
Good-choice.....	11.45@12.20	11.85@12.05	10.75@11.35	11.00@11.65	11.25@11.50
Medium.....	10.75@11.75	11.35@11.85	10.25@11.10	10.50@11.40	11.00@11.40

Lt. wt., 180-200 lbs.,					
Good-choice.....	11.75@12.35	11.85@12.05	11.10@11.60	11.40@11.70	11.40@11.50
Medium.....	11.25@12.00	11.25@11.90	10.60@11.50	11.15@11.50	11.10@11.40

Med. wt.,					
200-220 lbs., gd-ch.....	12.00@12.35	11.80@12.00	11.50@11.65	11.50@11.70	11.40@11.50
220-250 lbs., gd-ch.....	12.00@12.35	11.75@12.00	11.40@11.65	11.50@11.70	11.40@11.50

Hvy. wt.,					
250-280 lbs., gd-ch.....	11.75@12.25	11.55@11.85	11.10@11.50	11.35@11.65	11.05@11.50
290-350 lbs., gd-ch.....	11.40@12.00	11.35@11.65	10.75@11.25	11.10@11.60	10.65@11.15

PACKING SOWS:					
275-350 lbs., good.....	10.80@11.00	10.50@10.75	10.00@10.25	10.25@10.65	10.10@10.30
350-425 lbs., good.....	10.65@10.80	10.25@10.60	9.85@10.10	10.00@10.40	9.90@10.10
425-550 lbs., good.....	10.10@10.65	10.15@10.50	9.65@10.00	9.75@10.25	9.80@10.00
275-550 lbs., medium.....	9.50@10.80	9.40@10.50	9.40@ 9.85	9.25@10.25	9.75@10.15

SLAUGHTER PIGS, 100-140 lbs.:					
Good-choice.....	10.00@11.65	10.65@11.60	.....	9.85@10.75	10.50@11.25
Medium.....	9.65@11.00	10.25@11.35	.....	9.25@10.50	.....

Slaughter Cattle, Calves and Vealers:

STEERS, 550-900 lbs.,					
Choice.....	14.00@17.75	12.50@16.25	12.75@17.25	12.50@16.00	13.50@16.75
Good.....	10.25@16.25	10.50@15.25	10.25@15.25	10.00@15.00	10.00@15.00
Medium.....	8.00@10.50	8.50@11.00	8.00@10.75	7.25@10.75	7.50@10.25
Common (plain).....	6.00@ 8.50	6.75@ 8.50	6.00@ 8.50	5.75@ 7.50	5.75@ 8.00

STEERS, 900-1100 lbs.,					
Prime.....	17.75@19.50	.....	17.75@19.25	.....	15.00@17.75
Choice.....	16.25@19.00	15.25@18.75	15.25@17.75	.....	15.00@17.75
Good.....	10.50@17.75	11.00@15.50	10.75@16.00	10.75@15.50	10.25@15.75
Medium.....	8.50@12.50	8.50@11.75	8.50@11.75	7.50@11.50	8.00@11.75
Common (plain).....	7.00@ 9.00	7.25@ 8.75	6.25@ 9.00	6.25@ 8.00	6.50@ 8.25

STEERS, 1100-1300 lbs.,					
Prime.....	19.00@20.00	.....	17.75@19.25	.....	15.00@17.75
Choice.....	17.75@19.50	15.50@17.00	16.00@18.00	.....	15.00@17.75
Good.....	12.50@18.25	11.75@15.75	11.75@16.25	11.50@16.00	11.75@16.00
Medium.....	9.00@13.00	8.75@12.00	9.00@12.50	8.00@12.00	8.25@12.25

STEERS, 1300-1500 lbs.,					
Prime.....	19.50@20.00	.....	17.75@19.25	.....	15.00@17.75
Choice.....	18.25@19.50	15.75@17.00	16.25@18.00	.....	15.00@17.75
Good.....	13.00@18.25	12.00@15.75	12.50@16.25	.....	12.00@15.50

HEIFERS, 550-750 lbs.,					
Choice.....	14.00@15.00	12.00@14.25	12.25@14.75	11.50@14.25	12.00@14.50
Good.....	10.25@14.00	9.50@12.00	10.00@12.25	8.50@12.25	9.25@12.50
Common (plain), medium.....	5.50@10.25	5.50@ 9.50	5.25@10.25	4.75@ 9.00	5.00@ 9.75

HEIFERS, 750-900 lbs.,					
Good-choice.....	9.75@16.00	.....	10.25@15.25	9.00@14.50	9.75@14.75
Common (plain), medium.....	5.75@10.25	.....	5.50@10.25	4.75@ 9.00	5.25@ 9.75

COWS:					
Choice.....	9.00@10.50	.....	8.75@10.00	.....	.....
Good.....	7.00@ 9.00	6.50@ 9.25	7.00@ 8.75	6.25@ 8.25	6.75@ 8.50
Common (plain), medium.....	5.35@ 7.00	5.00@ 6.50	5.00@ 7.00	4.75@ 7.00	4.75@ 6.75
Low cutter-cutter.....	3.75@ 5.35	3.50@ 5.00	3.75@ 5.00	3.50@ 4.75	3.25@ 4.75

BULLS (Yearlings excluded):					
Good (beef).....	7.00@ 8.75	6.75@ 7.75	6.75@ 7.50	6.25@ 7.00	6.50@ 7.50
Cutter, com. (plain), med.....	5.00@ 7.15	4.75@ 6.75	5.00@ 6.75	4.50@ 6.25	4.50@ 6.50

VEALERS:					
Good-choice.....	10.50@12.00	10.00@11.25	8.50@10.00	8.00@10.50	8.50@10.50
Medium.....	9.00@10.50	8.50@10.00	7.00@ 8.50	6.00@ 8.00	7.50@ 9.00
Cull-common (plain).....	6.50@ 9.00	5.00@ 8.50	4.50@ 7.00	5.00@ 8.00	4.50@ 7.50

CALVES, 250-500 lbs.,					
Good-choice.....	8.00@12.50	8.00@12.00	7.50@11.00	6.25@10.00	7.50@10.50
Common (plain), medium.....	5.50@ 8.00	5.00@ 8.00	4.50@ 7.50	4.00@ 6.25	5.00@ 7.50

Slaughter Lambs and Sheep:

SPRING LAMBS:					
Choice.....	10.40@10.65	10.00@10.50	9.50@10.35	9.25@10.10	.....
Good.....	9.50@10.40	9.50@10.00	9.00@ 9.50	8.75@ 9.25	.....
Medium.....	8.25@ 9.50	8.25@ 9.50	8.50@ 9.00	7.75@ 8.75	.....
Common (plain).....	7.25@ 8.25	7.00@ 8.25	7.75@ 8.50	6.50@ 7.75	.....

Yearlings wethers (shorn):					
Good-choice.....	4.00@ 5.00	3.25@ 4.25	3.50@ 4.50	3.50@ 4.50	.....
Medium.....	3.00@ 4.00	2.00@ 3.25	2.00@ 3.50	2.25@ 3.50	.....

Week Ending October 2, 1937

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, September 25, 1937, as reported to The National Provisioner:

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,132	3,628	10,262
Swift & Co.	2,046	1,289	8,621
Morris & Co.	1,448	.....	.....
Wilson & Co.	5,254	3,475	5,128
Anglo-Amer. Prov. Co.	241	.....	.....
G. H. Hammond Co.	2,083	.....	.....
Shippers	14,841	8,712	9,621
Others	12,812	14,641	7,722
Brennan Packing Co., 1,259 hogs; Western Packing Co., Inc., 2,065 hogs; Agar Packing Co., 3,954 hogs.			
Total: 43,807 cattle; 7,336 calves; 39,011 hogs; 41,354 sheep.			
Not including 2,853 cattle, 419 calves, 13,472 hogs and 32,217 sheep bought direct.			

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,439	1,959	2,271	4,443
Cudahy Pkg. Co.	3,141	1,544	916	4,399
Swift & Co.	3,071	1,499	1,339	3,569
Wilson & Co.	3,932	1,480	1,079	3,384
Indep. Pkg. Co.	.....	222	.....	.....
Meyer Kornblum	1,108	17	.....	.....
Others	11,660	1,564	2,675	6,088
Total	27,411	8,063	8,502	21,883
Not including 11,965 hogs bought direct.				

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,713	.....	1,884	5,215
Cudahy Pkg. Co.	6,236	.....	3,051	9,240
Dold Pkg. Co.	1,544	.....	2,373	.....
Morris & Co.	3,091	.....	2,845	2,174
Swift & Co.	4,865	.....	2,751	3,361
Others	.....	.....	9,471	30,229
Eagle Pkg. Co., 49 cattle; Greater Omaha Pkg., 174 cattle; Geo. Hoffman Pkg. Co., 36 cattle; Lewis Pkg. Co., 753 cattle; Omaha Pkg. Co., 137 cattle; John Roth & Sons, 192 cattle; So. Omaha Pkg. Co., 298 cattle; Lincoln Pkg. Co., 801 cattle; Wilson & Co., 313 cattle.				
Total: 23,202 cattle and calves; 22,375 hogs; 22,990 sheep.				
Not including 4,412 hogs and 4,207 sheep bought direct.				

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,309	2,336	4,059	7,693
Swift & Co.	3,946	2,637	3,231	5,991
Morris & Co.	1,822	324	540	.....
Hunter Pkg. Co.	2,222	1,301	2,089	1,011
Hell Pkg. Co.	.....	.....	1,898	.....
Krey Pkg. Co.	.....	.....	1,895	.....
Laclede Pkg. Co.	.....	.....	1,210	.....
Shippers	13,432	12,899	11,039	5,433
Others	4,061	491	2,350	3,849
Total	27,692	19,948	28,352	23,847
Not including 3,794 cattle, 5,078 calves, 20,823 hogs and 2,733 sheep bought direct.				

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,268	718	4,739	8,399
Armour and Co.	2,626	710	4,302	5,243
Others	2,000	120	714	929
Total	6,894	1,548	9,755	14,571
Not including 115 cattle, 1,088 hogs and 2,292 sheep bought direct.				

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,727	354	3,954	3,825
Armour and Co.	2,400	322	4,102	1,916
Swift & Co.	1,944	297	2,512	3,024
Shippers	4,968	350	3,348	1,485
Others	412	45	35	.....
Total	12,451	1,398	13,951	9,750

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	3,223	1,901	3,128	724
Wilson & Co.	3,217	2,099	3,174	655
Others	280	37	550	.....
Total	6,720	4,127	6,850	1,379

FT. WORTH.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,656	4,297	2,829	2,951
Swift & Co.	3,810	4,438	3,148	3,597
City Pkg. Co.	302	134	236	.....
B. Bonnet Pkg. Co.	270	155	39	.....
H. Rosenthal Pkg. Co.	256	42	14	.....
Total	9,294	9,066	6,266	6,548

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	732	210	1,461	6,522
Armour and Co.	996	314	1,334	5,201
Cudahy Pkg. Co.	1,103	228	778	2,930
Others	1,596	354	610	461
Total	4,427	1,106	4,183	15,114

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,097	1,242	1,675	1,215
Dold Pkg. Co.	890	73	1,192	.....
Wichita D. B. Co.	18	.....	.....	.....
Dunn-Ostertag	114	.....	.....	.....
Fred W. Dold	128	.....	315	.....
Sunflower Pkg. Co.	58	.....	74	.....
Pioneer Cattle Co.	94	.....	.....	.....
Keefe Pkg. Co.	333	.....	.....	.....
Total	3,341	1,315	3,256	1,215
Not including 60 cattle, 1,161 hogs and 552 sheep bought direct.				

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	2,131	3,456	9,515	1,500
Omaha Pkg. Co. Chi.	598	.....	.....	2,404
Armour and Co. Mil.	1,022	1,714	.....	.....
Armour and Co. Chi.	293	.....	.....	.....
N. Y. B. Dr. Meat.	39	.....	.....	.....
Michels Pkg. Co.	55	22	.....	.....
Shippers	697	7	60	393
Others	1,066	1,104	21	276
Total	5,901	6,303	9,596	4,483

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	5,228	3,188	7,133	8,170
Cudahy Pkg. Co.	1,395	1,656	827	.....
M. Rifkin & Son.	247	24	.....	.....
Swift & Co.	7,422	4,638	10,722	14,362
United Packing Co.	2,693	390	.....	.....
Others	1,195	399	1,798	2,054
Total	18,180	10,295	20,180	24,486
Not including 153 cattle, 300 calves, 831 hogs and 928 sheep bought direct.				

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingan & Co.	1,752	840	4,897	6,320
Armour and Co.	965	348	1,483	.....
Hilgelmier Bros.	8	.....	706	.....
Stumpf Bros.	.....	.....	109	.....
Meier Pkg. Co.	105	8	245	.....
Mass Hartman Co.	49	16	.....	.....
Wabnitz and Deters.	67	66	311	82
Stark & Wetzel.	117	26	244	.....
Shippers	3,558	2,343	21,824	5,976
Others	1,249	194	166	584
Total	7,810	3,841	29,790	12,962

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall's Son.	.....	28	.....	462
E. Kahn's Sons.	1,724	453	4,582	3,655
Lohrey Pkg. Co.	8	.....	233	.....
H. H. Meyer Pkg. Co.	19	.....	2,231	.....
J. Schlachter's Son.	174	189	.....	85
J. & F. Schroth P. Co.	26	.....	1,600	.....
J. F. Stegner & Co.	509	181	.....	19
Shippers	394	.....	3,151	1,813
Others	3,093	1,007	722	568
Total	5,941	1,858	12,588	6,043
Not including 371 cattle, 262 calves, 565 hogs and 4,781 sheep bought direct.				

RECAPITULATION.

CATTLE.

	Week ended Sept. 25.	Prev. week.	Cor. week.
Chicago	43,807	46,560	47,646
Kansas City	27,411	26,239	24,136
Omaha*	23,202	19,394	25,972
East St. Louis.	27,692	24,756	22,638
St. Joseph	6,894	7,968	8,143
Sioux City	12,451	10,307	15,396
Oklahoma City	6,720	5,029	5,772
Wichita	3,341	2,756	2,207
Denver	4,427	3,989	5,048
St. Paul.	18,180	16,086	20,166
Indianapolis	5,901	4,338	4,080
Indianapolis	7,810	7,224	6,515
Cincinnati	5,941	3,760	4,444
Ft. Worth	9,294	8,272	5,652
Total	203,071	187,156	197,915

*Cattle and calves.

HOGS.

	Week ended Sept. 25.	Prev. week.	Cor. week.
Chicago	39,011	34,602	40,539
Kansas City	8,502	7,238	14,369
Omaha	22,375	16,328	29,793
East St. Louis.	28,352	29,514	60,155
St. Joseph	9,755	7,459	16,709
Sioux City	13,951	11,922	16,942
Oklahoma City	6,850	5,689	5,352
Wichita	3,256	3,587	4,612
Denver	4,183	4,014	4,700
St. Paul	20,180	18,978	36,164
Milwaukee	9,596	7,791	12,004
Indianapolis	29,790	33,857	37,541
Cincinnati	12,588	15,270	20,456
Ft. Worth	6,266	7,373	2,378
Total	214,855	203,656	310,714

SHEEP.

	Week ended Sept. 25.	Prev. week.	Cor. week.
Chicago	41,354	53,965	56,879
Kansas City	21,883	24,351	22,406
Omaha	22,990	51,422	13,527
East St. Louis.	23,847	18,551	16,504
St. Joseph	14,571	13,275	12,286
Sioux City	9,750	8,676	14,180

Oklahoma City	1,379	941	872
Wichita	1,215	806	985
Denver	15,114	14,806	74,574
St. Paul	24,486	28,434	27,261
Milwaukee	4,483	2,402	1,907
Indianapolis	12,962	10,430	10,878
Cincinnati	6,043	5,753	6,157
Ft. Worth	5,548	4,676	3,273
Total	207,225	240,493	261,089

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 20	21,491	2,465	11,839	15,447
Tues., Sept. 21	7,528	1,816	14,150	10,427
Wed., Sept. 22	9,717	1,270	9,372	18,705
Thurs., Sept. 23	6,841	1,321	9,679	9,625
Fri., Sept. 24	2,227	805	6,979	7,888
Sat., Sept. 25	1,500	100	2,000	9,000
Total this week	49,304	7,777	54,028	71,092
Previous week	49,721	7,292	48,633	67,589
Year ago	51,390	8,466	59,123	71,300
Two years ago	44,500	7,542	33,763	58,934

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Sept. 20	3,810	55	2,000	2,089
Tues., Sept. 21	3,212	354	1,376	2,643
Wed., Sept. 22	3,443	194	1,560	1,111
Thurs., Sept. 23	1,798	83	820	1,210
Fri., Sept. 24	1,685	80	2,315	2,082
Sat., Sept. 25	100	.....	100	.....
Total this week	14,058	768	8,171	9,135
Previous week	16,362	1,074	7,522	12,164
Year ago	17,265	2,062	10,405	17,441
Two years ago	15,790	980	4,943	7,598

SEPTEMBER AND YEAR RECEIPTS.

	September 1937.	September 1936.	1937.	1936.
Cattle	140,902	177,879	1,398,568	1,565,072
Calves	23,314	29,609	388,400	300,274
Hogs	167,116	211,107	2,642,821	2,670,693
Sheep	214,901	242,742	1,857,503	1,773,957

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lamb.
Week ended Sept. 25	\$13.65	\$11.60	\$4.00	\$10.75
Previous week	13.75	11.70	4.00	11.25
1936	9.25	9.50	3.00	8.75
1935	10.45	10.90	3.25	9.50
1934	8.05	6.60	1.75	6.00
1933	5.75	4.45	2.25	6.35
1932	7.80	3.90	1.50	5.15
Ave. 1932-1936	\$8.25	\$7.05	\$2.35	\$7.15

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER show the number of livestock slaughtered at 16 centers for the week ended September 25, 1937.

CATTLE.

	Week ended Sept. 25, 1937.	Prev. week.	Cor. week, 1936.
Chicago	31,819	31,975	36,452
Kansas City	35,474	31,900	31,248
Omaha	25,151	19,012	24,971
East St. Louis	14,280	14,503	23,346
St. Joseph	7,121	7,942	9,058
Sioux City	8,555	7,019	13,171
Wichita	4,716	3,974	3,253
Fort Worth	9,294	8,272	5,652
Philadelphia	1,906	1,701	1,559
Indianapolis	2,514	2,519	2,496
New York & Jersey City	9,183	7,991	9,791
Oklahoma City	6,720	5,053	9,822
Cincinnati	5,721	4,707	5,042
Denver	5,533	5,151	5,709
St. Paul	10,985	14,550	17,572
Milwaukee	4,380	3,518	5,720
Total	189,332	169,787	203,162

*Cattle and calves.

HOGS.

Chicago	57,975	43,328	58,491
Kansas City	17,817	15,865	26,917
Omaha	18,876	14,025	21,700
East St. Louis	34,264	31,190	35,836
St. Joseph	10,196	6,479	14,737
Sioux City	10,755	7,786	10,094
Wichita	4,417	4,686	4,822
Fort Worth	6,296	7,573	2,378
Philadelphia	18,355	15,241	12,215
Indianapolis	5,435	6,060	12,094
New York & Jersey City	41,650	40,116	40,281
Oklahoma City	6,850	5,089	6,350
Cincinnati	9,372	11,522	17,207
Denver	4,183	4,014	4,904
St. Paul	24,065	16,842	37,789
Milwaukee	9,576	7,789	10,503
Total	280,052	238,586	316,318

SHEEP.

Chicago	63,950	60,398	55,785
Kansas City	21,883	24,351	22,406
Omaha	28,126	24,990	26,040
East St. Louis	18,414	10,627	13,751
St. Joseph	15,384	14,278	14,031
Sioux City	8,629	7,444	10,462
Wichita	1,767	1,074	1,496
Fort Worth	6,548	4,676	3,273
Philadelphia	6,721	6,144	2,552
Indianapolis	5,277	3,798	3,176
New York & Jersey City	70,618	71,548	59,789
Oklahoma City	1,379	941	872
Cincinnati	10,438	6,697	5,652
Denver	15,114	14,806	9,039
St. Paul	22,432	21,988	25,487
Milwaukee	1,856	2,368	1,872
Total	299,086	276,128	255,674

KINDS OF LIVESTOCK KILLED

The percentage of each class of livestock slaughtered during August, 1937, compared with July and August a year earlier is reported as follows:

	Aug., 1937.	July, 1937.	Aug., 1936.
	Per cent.	Per cent.	Per cent.
Cattle—			
Steers	33.39	39.15	42.66
Bulls and stags	59.88	56.37	53.55
Cows and heifers	6.73	4.48	3.79
Hogs—			
Sows	58.09	60.97	66.96
Barrows	40.75	37.49	32.17
Stags and boars	1.16	1.54	.87
Sheep and lambs—			
Sheep	89.60	94.05	90.74
Lambs and yearlings	10.34	5.93	9.26

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

WESTERN DRESSED MEATS

	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending Sept. 25, 1937	7,387½	2,953	2,842
Week previous	7,022	2,809	2,070
Same week year ago	7,641	3,562	2,939
COWS, carcass			
Week ending Sept. 25, 1937	2,492	1,704	3,247
Week previous	3,811	1,000	2,876
Same week year ago	1,426	1,844	1,900
BULLS, carcass			
Week ending Sept. 25, 1937	390	500	33
Week previous	383½	579	10
Same week year ago	111	705	4
VEAL, carcass			
Week ending Sept. 25, 1937	10,693	2,034	728
Week previous	8,383	1,778	448
Same week year ago	10,558	1,915	749
LAMB, carcass			
Week ending Sept. 25, 1937	43,030	15,848	18,027
Week previous	50,127	12,286	12,789
Same week year ago	39,598	15,263	24,355
MUTTON, carcass			
Week ending Sept. 25, 1937	2,026	561	591
Week previous	3,057	830	663
Same week year ago	3,811	767	1,096
PORK CUTS, lbs.			
Week ending Sept. 25, 1937	1,295,014	351,271	170,804
Week previous	1,205,476	288,742	232,654
Same week year ago	2,038,529	416,209	271,895
BEEF CUTS, lbs.			
Week ending Sept. 25, 1937	383,619		
Week previous	410,362		
Same week year ago	381,883		

LOCAL SLAUGHTERS

CATTLE, head			
Week ending Sept. 25, 1937	9,183	1,906	
Week previous	7,991	1,701	
Same week year ago	9,791	1,559	
CALVES, head			
Week ending Sept. 25, 1937	20,352	2,952	
Week previous	20,149	3,267	
Same week year ago	15,453	1,756	
HOGS, head			
Week ending Sept. 25, 1937	41,408	18,355	
Week previous	39,420	15,241	
Same week year ago	40,281	12,215	
SHEEP, head			
Week ending Sept. 25, 1937	70,618	6,721	
Week previous	71,548	6,144	
Same week year ago	59,789	2,552	

HOG WEIGHTS AND COSTS

Average weight and cost of hogs at 11 principal markets, August, 1937:

	Aug., 1937.	July, 1937.	Aug., 1937.
	Wt. Lbs.	Cost Per Cwt.	Wt. Lbs.
Chicago	275	\$11.77	268
East St. Louis	214	12.11	210
Kansas City	231	11.97	236
Omaha	269	10.82	268
Sioux City	266	10.97	270
South St. Joseph	237	11.43	230
South St. Paul	265	11.20	280
Cincinnati	204	12.25	212
Denver	242	11.83	238
Fort Worth	200	11.27	201
Wichita	223	11.76	231

SOURCES OF SUPPLY

Percentage of livestock slaughtered during August, bought at stockyards and direct, is reported as follows:

	Aug., 1937.	July, 1937.	Aug., 1936.
	Per cent.	Per cent.	Per cent.
Cattle—			
Stockyards	80.75	77.87	81.57
Other	19.25	22.13	18.43
Calves—			
Stockyards	70.23	67.56	73.78
Other	29.77	32.44	26.22
Hogs—			
Stockyards	55.10	51.64	58.84
Other	44.90	48.36	41.16
Sheep and lambs—			
Stockyards	70.01	70.49	80.86
Other	29.99	29.51	19.14

PACIFIC COAST LIVESTOCK

Receipts five days ended Sept. 25:

	Cattle.	Calves.	Hogs.	Sheep.
Los Angeles	6,404	2,641	2,323	1,002
San Francisco	1,310	8	1,500	1,800
Portland	4,100	530	3,975	4,475
DIRECTS—Los Angeles:				
cattle, 43 cars; calves, 6 cars; hogs, 81 cars; sheep, 120 cars.				
San Francisco:				
cattle, 340 head; calves, 156 head; hogs, 1,300 head; sheep, 2,900 head.				
Portland:				
Hogs, 1,168 head.				

CANADIAN INSPECTED KILL

	Aug., 1937.	8 mos., 1937.	8 mos., 1936.
Cattle	80,703	541,103	537,784
Calves	68,623	506,235	422,769
Hogs	213,761	2,478,551	2,063,698
Sheep	85,177	337,021	393,283

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Indianapolis, Indiana

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A. O. Bauman, Manager

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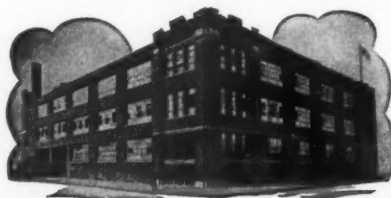
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Up and Down

Meat Packing 40 Years Ago

(From The National Provisioner, Oct. 2, 1897.)

Pork packing at Chicago from March 1 to September 22, 1897, totaled 3,385,000 hogs. This compared with 2,915,000 hogs packed in the like period of 1896. Packing at Kansas City was next highest, totaling 1,622,000 hogs, compared with 1,148,000 in the 1896 period.

Kansas City stock yards reported receipts of 2,380,332 hogs during the first nine months of 1897. This was 546,147 more than in the like period of 1896.

Large shipments of live cattle from Texas gulf ports to Havana, Cuba, were reported.

Executive committee of the American Federation of Labor decided to place certain Kansas City packers on the "we don't patronize" list at the request of some of the Kansas City unions.

Increased appropriation for the U. S. Bureau of Animal Industry was advocated by Secretary of Agriculture James Wilson, to increase facilities of the bureau for inspection of meat intended for foreign shipment.

Evansville Packing Co., Evansville, Ind., was incorporated for \$100,000 to succeed Eichel & Weil Packing Co. Incorporators were Jacob Eichel, Chas. W. Fuhrer and William Eichel.

Expansion of Swartzschild & Sulzberger Co. included opening of a branch plant at Milwaukee, completion of a Chicago North Side branch and new fertilizer and glue factories in Kansas City.

Meat Packing 25 Years Ago

(From The National Provisioner, Oct. 5, 1912.)

Secretary of Agriculture James Wilson said he saw no hope of beef getting much cheaper, owing to scarcity of cattle.

Federal inspection regulations required that when labels were submitted for approval for use on meat products, a list of all ingredients and percentage of each be written on reverse side.

Plans for the seventh annual convention of the American Meat Packers Association were completed for October 14, 15 and 16 at Hotel Sherman, Chicago. Banquet was known as a "flank steak dinner," to be held at the Congress hotel, with Harry A. Wheeler, Chicago, as principal speaker.

Michigan state supreme court held the recently-enacted state oleomargarine law unconstitutional, because it unlawfully restricted rights of dealers to advertise an authorized and legitimate article of food.

Wm. Moland's Sons, Philadelphia, founded by Wm. Moland in 1854, pointed with pride to the long-time service of some of its employes, notably Louis A. Whittington, who had been with the firm 48 years. The Moland firm was said to be the first to put up sliced bacon in pound packages.

George Rupp, head of George Rupp & Co., pork packers, Hamilton, O., and one of the best-known packers in the Middle West, died at the age of 60 years.

George L. Pratt, head hog buyer for Armour and Company, retired after 36 years of continuous service with the company.

Street & Corkran, Baltimore packers, opened a new city market on South Howard street, with H. L. Piel, jr., in charge.

Chicago News of Today

Leon Weil, superintendent, Weil Packing Co., Evansville, Ind., was a visitor in Chicago during the week.

R. C. Pollock, general manager, National Live Stock and Meat Board, attended the Dairy Cattle Congress at Waterloo, Ia., this week to inspect the Board's exhibit there.

Fred Meyers, Dubuque Packing Co., Dubuque, Ia., visited in Chicago during the week.

President Ira Loewenstein, Superior Packing Co., St. Paul and Chicago, and Mrs. Loewenstein curtailed their Eastern vacation trip and returned to Chicago this week.

M. P. Burt, superintendent, Louisville

Provision Co., Louisville, Ky., spent part of his vacation in Chicago this week.

Adolph Rosenberg, who has been with J. R. Beiersdorf & Bro., Chicago, for the past 18 years, has been put in charge of their provisions, fresh pork, smoked meat and sausage departments, in all of which he has had extended experience.

H. L. MacWilliams, well-known packinghouse sales executive, has joined the



H. L. MacWilliams

executive sales staff of the P. Brennan Company, Chicago, and will assume his new duties this week. For 10 years he was in charge of sales for the Dold Packing Co., Omaha, Neb., and for the past three and one-half years he has been general manager of the Nuckolls Packing Co., Pueblo, Colo., which position he resigned to return to the East. His many friends in the trade in the Chicago territory will be glad to have him among them again.

Pfaelzer Brothers, Chicago, announce the appointment of Charles Collins as advertising and sales promotional manager. Mr. Collins is well versed in all angles of meat buying problems, having traveled throughout the East for three years as sales representative of Pfaelzer Brothers. Since the first of the year he has been active in advertising, and several intensive advertising campaigns have been planned by Pfaelzer Brothers



THREE MEAT EXPERTS START FOR THEMSELVES

Central Packing Co. has been formed at Cape Girardeau, Mo., by A. Hermann, president and general manager (left); Joe Francis, vice president in charge of sausage production (right); and A. A. Bollack, secretary-treasurer (center) in charge of sales and credits. They have taken over the plant of the Miles Packing Co. and are completely modernizing it. Messrs. Hermann and Francis were in business for themselves in St. Louis and Mr. Bollack was with the Springfield Packing Co.

Make YOUR Container say QUALITY

ATTRACTIVE, colorful lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.



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Loaves and Roasts at Low-
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**\$350 Small
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Built for Service

36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

*Names of users and com-
plete details on request.*

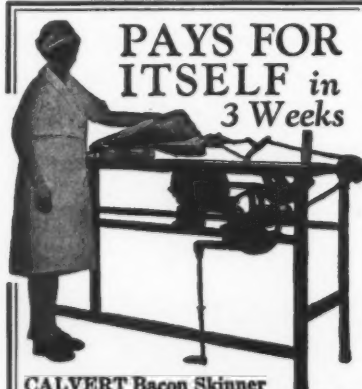


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CALVERT Bacon
Skinner in three
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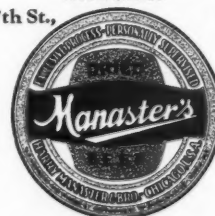
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and will be put into effect in the near future as the result of the appointment of Mr. Collins.

Fire damaged the Swift & Co. wholesale market building at the Yards on Wednesday to the extent of about \$150,000. Damage was chiefly on upper floors, used for dry storage. Meat in coolers was saved, and business has continued as usual.

New York News Notes

Vice president W. J. Cawley, Wilson & Co., Chicago, spent a day in New York prior to sailing on September 28 with Mrs. Cawley on the s.s. Europa for England.

E. J. Davidson, branch house department, and Al Wilson, casing department, Wilson & Co., Chicago, were in New York last week.

Visitors from Swift & Co. to New York last week included R. H. Gifford, and W. B. Adams, branch house sales department; H. C. Stanton, soap department; T. C. Tait, canned foods, and A. L. Scott, beef, lamb and veal department, of Swift & Company, Chicago.

Dubuque Packing Co., Dubuque, Ia., has opened a district sales office at 408 West 14th st., New York, with Milton Weiss as manager.

William Ciralsky, 53, founder and president, Ciralsky Packing Co., West Toledo, O., died of pneumonia on September 25. Mr. Ciralsky emigrated from Russia to the United States in 1900 and opened a retail meat store in Toledo, later engaging in the packing business. He had been associated with the meat industry continuously for the past 37 years. His sons, Ira, Milton and Maurice, have been associated with him in the packing business and will continue it.

Harold E. Sperling, assistant sales manager, Frank & Company, Milwaukee, passed away on September 18 after a brief illness. He had been with the company for many years and had a wide circle of friends in the trade because of his pleasant personality as well as his knowledge of the business.

After 39 years of continuous service A. E. (Doc) Griffin of Armour and Company, South St. Paul, was placed on the retired list on September 18. Doc started his career with Armour as an accountant at the Omaha plant in 1898, worked his way up through the departments and eventually became head of the provision department. When the new plant was opened in South St. Paul in 1919 he was selected to head its newly-organized provision department. He made many warm friends during his stay in St. Paul and they gave him a testimonial dinner on September 18. He plans to go South for an extended visit, but will make St. Paul his home.

direction of Prof. W. J. Loeffel of the University of Nebraska not only called visitors' attention to meat and lard, but featured some interesting facts in the present day meat trade.

One feature was a chorus of five little pigs made of lard, standing on their hind feet singing that now well-established lard song:

We have a task ahead of us
To keep the nation wise;
That lard excels for shortening
For doughnuts, cakes and pies.
Lard's best for deep fat frying, too.
It's wholesome, don't forget;
Digests with ease—is sure to please,
Economy! you bet!

Another feature visualized the imported cooked ham in tins stepping with ease over the U. S. tariff wall. A poster accompanying this exhibit stated that "38,000,000 pounds of foreign hams hurdled the low U. S. tariff wall during the first six months of 1937. This equals the total ham production of all Chicago packers during the same period."

There were other exhibit features, one comparing beef quality and the other showing that there are still many bargains in meat and lard at present price levels when compared with the low prices of two years ago. These are shown in the accompanying illustration.

Meats used in the exhibit were furnished by the Lincoln Packing Co., Lincoln, Neb., and refrigeration by the Baker Ice Machine Co., Omaha, Neb.

Countrywide News Notes

Improvements are being made in Salt Lake City packinghouses and slaughtering plants with a view to bringing all establishments up to federal standards.

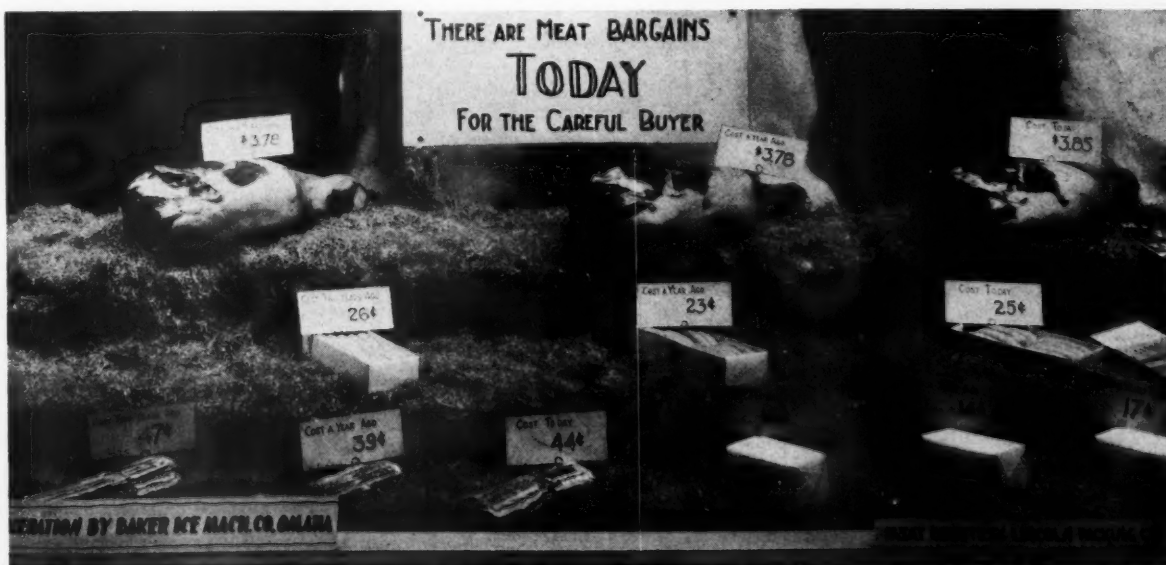
Edwin Frank, head of the Edwin Frank Company, Los Angeles, Calif., well-known Pacific Coast sausage manufacturers, passed away on August 28. He had been ill for some time.

Meat At Nebraska Fair

Educational meat exhibits have come to be an important feature of state fairs in major livestock producing states, as all who attend—whether livestock producers, city dwellers or transients—are consumers. At the recent Nebraska state fair the meat exhibit under the

MEAT BARGAINS PICTURED

Consumers were shown just a few present-day meat bargains in this exhibit at the recent Nebraska State Fair at Lincoln. A whole ham cost only 7c more than the same type ham would cost one and two years ago. Link sausage was 2c more than a year ago, but 1c less than two years ago. Sliced bacon cost 3c less than two years ago, but 5c more than a year ago. Packaged lard cost only 3c per lb. more than one and two years ago.



RETAIL MEAT PRICES

Average of semi-monthly prices at New York and Chicago for all grades of pork and good grade of other meats in mostly cash and carry stores.

	NEW YORK.		CHICAGO.	
	Sept. 15, 1937.	Sept. 15, 1936.	Sept. 15, 1937.	Sept. 15, 1936.
Beef:				
Porterhouse steak.....	.58	.46	.50	.56
Sirloin steak.....	.50	.40	.43	.48
Round steak ¹.....	.48	.37	.41	.41
Rib roast, 1st 6 cuts.....	.38	.30	.34	.36
Chuck roast.....	.32	.24	.26	.21
Plate beef.....	.18	.12	.17	.13
Lamb:				
Legs.....	.30	.28	.28	.28
Loin chops.....	.47	.46	.41	.41
Rib chops.....	.39	.38	.34	.34
Stewing.....	.15	.13	.11	.16
Pork:				
Chops, center cuts.....	.40	.40	.40	.39
Bacon, strips.....	.40	.38	.43	.40
Bacon, sliced.....	.46	.44	.48	.47
Hams, whole.....	.33	.34	.36	.32
Picnics, smoked.....	.27	.25	.36	.27
Lard.....	.19	.18	.23	.17
Veal:				
Outlets.....	.48	.44	.45	.43
Loin chops.....	.39	.37	.39	.34
Rib chops.....	.33	.31	.32	.29
Stewing (breast).....	.18	.17	.18	.15

¹Top round at New York.

PRODUCE MARKETS

BUTTER.			
	Chicago.	New York.	
Creamery (92 score).....	@34%	35% @36	
Creamery (90-91 score).....	32% @32%	34% @35	
Creamery firsts (88-90 score).....	32% @32%	32% @33%	
EGGS.			
Extra firsts.....	@23%		
Firsts, fresh.....	22% @23%	23% @24	
Standards.....		25 @26	
LIVE POULTRY.			
Fowls.....	.12 @22	17 @26	
Springs.....	.20 @23	22 @27	
Broilers.....	.17 @24		
Turkeys.....	.16 @23		
Ducks.....	.16 @20		
Geese.....	.10 @17		
DRESSED POULTRY.			
Chickens, 36-42, fresh.....	@26	@25%	
Chickens, 43-54, fresh.....	26% @27	@26	
Chickens, 55 & up, fresh.....	28 @28%	28 @28%	
Fowls, 31-47, fresh.....	21 @23%	21 @23%	
48-59, fresh.....	24% @25	24% @25	
60 and up, fresh.....	@26%	@26	

BUTTER AT FIVE MARKETS

Wholesale prices 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Sept. 23, 1937:

	Sept. 17.	18.	20.	21.	22.	23.
Chicago.....	34%	34%	35	35	35	34%
New York.....	35%	35	35%	35%	35%	35%
Boston.....	35%	35%	35%	35%	35%	35%
Phila.....	35%	35%	36	36	36	36
San Fran.....	36%	36%	36%	36%	36	36

Wholesale prices carlots—fresh centralised—90 score at Chicago:

34% 34% 34% 34% 34% 34%

Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1937.	1936.
Chgo.	41,572	32,559	36,776	2,565,074	2,393,594
N. Y.	38,187	44,039	42,727	2,433,178	2,371,359
Boston ..	15,929	14,498	15,205	878,060	876,754
Phila.	12,409	11,554	13,015	747,118	796,424

Total 108,097 102,650 107,723 6,623,430 6,638,131

Cold storage movement (lbs.):

	In Sept. 23.	Out Sept. 23.	On hand Sept. 24.	Same week day last year.
Chicago ..	275,339	264,337	33,160,089	25,258,073
New York ..	141,856	245,196	10,094,307	12,528,898
Boston	11,040	100,047	4,588,091	2,908,794
Phila.	19,360	13,540	2,330,381	2,966,826
Total	446,615	623,120	50,169,315	43,650,596

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on September 30, 1937:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS, 300-500 lbs.¹:				
Choice.....	\$23.00@25.00			
Good.....	18.00@23.00		16.00@22.50	
Medium.....	13.50@18.00		13.00@16.00	
Common (plain).....	11.50@13.50		11.50@13.00	
STEERS, 500-600 lbs.:				
Choice.....	23.00@25.00		23.50@27.00	
Good.....	18.00@23.00		16.00@23.00	18.00@24.50
Medium.....	13.50@18.00		13.00@16.00	14.00@18.00
Common (plain).....	11.50@13.50	13.00@14.50	11.50@13.00	12.00@14.00
STEERS, 600-700 lbs.:				
Prime.....		27.00@28.00		
Choice.....	24.00@26.00	24.00@27.00	23.50@27.00	
Good.....	20.00@24.00	18.00@24.00	16.00@23.00	18.00@24.50
Medium.....	15.00@20.00	14.00@18.00	13.00@16.50	14.00@18.00
STEERS, 700 lbs. up.:				
Prime.....				
Choice.....	24.00@26.00	25.00@27.50	24.00@27.50	
Good.....	20.00@24.00	18.50@25.00	17.00@23.50	
COWS:				
Good.....	13.50@15.50	14.00@15.50	14.50@15.50	14.00@15.00
Medium.....	11.50@13.50	13.00@14.00	12.50@14.50	12.50@14.00
Common (plain).....	10.50@11.50	12.00@13.00	11.50@12.50	11.00@12.50
Fresh Veal and Calf:				
VEAL²:				
Choice.....	18.00@19.00	20.00@21.00	20.00@22.00	20.00@21.00
Good.....	17.00@18.00	18.00@20.00	17.50@20.00	18.00@20.00
Medium.....	15.00@17.00	16.00@18.00	16.00@17.50	16.00@18.00
Common (plain).....	14.00@15.00	14.00@16.00	15.00@16.00	14.00@16.00
CALF³:				
Good.....	14.00@15.00	15.00@16.00	14.00@16.00	14.00@15.00
Medium.....	13.00@14.00	13.00@15.00	12.00@15.00	13.00@14.00
Common (plain).....	12.00@13.00	12.00@13.00	11.00@13.00	11.00@13.00
Fresh Lamb and Mutton:				
SPRING LAMB, 38 lbs. down:				
Choice.....	18.00@19.00	18.50@19.50	17.50@18.50	18.00@19.00
Good.....	17.00@18.00	17.50@18.50	16.50@17.50	17.00@18.00
Medium.....	15.00@17.00	16.00@17.50	15.00@16.50	16.00@17.00
Common (plain).....	13.00@15.00	13.00@16.00	13.00@15.00	14.00@16.00
SPRING LAMB, 39-45 lbs.:				
Choice.....	18.00@19.00	18.50@19.50	17.50@18.50	18.00@19.00
Good.....	17.00@18.00	17.50@18.50	16.50@17.50	17.00@18.00
Medium.....	15.00@17.00	16.00@17.50	15.00@16.50	16.00@17.00
Common (plain).....	13.00@15.00	13.00@16.00	13.00@15.00	14.00@16.00
SPRING LAMB, 46-55 lbs.:				
Choice.....	18.00@19.00	18.00@19.00	17.00@18.00	18.00@19.00
Good.....	17.00@18.00	17.00@18.00	16.00@17.00	17.00@18.00
MUTTON, Ewe, 70 lbs. down:				
Good.....	9.00@10.00	12.00@13.00	10.00@12.00	
Medium.....	7.50@ 9.00	10.00@12.00	8.00@10.00	
Common (plain).....	6.50@ 7.50	9.00@10.00	7.00@ 8.00	
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. av.....	24.00@26.00	26.00@27.00	24.00@26.50	24.00@27.00
10-12 lbs. av.....	23.00@25.00	26.00@27.00	23.50@25.50	24.00@27.00
12-15 lbs. av.....	20.00@22.00	24.00@25.00	22.00@23.00	22.00@25.00
16-22 lbs. av.....	17.50@19.50	21.00@23.00	19.00@21.00	20.00@22.00
SHOULDERS, N. Y. Style, skinned:				
8-12 lbs. av.....	18.50@19.50		20.00@21.00	
PICNICS:				
6-8 lbs. av.....		20.50@21.50		
BUTTS, Boston Style:				
4-8 lbs. av.....	23.00@25.00		24.00@26.00	24.00@26.00
SPARE RIBS:				
Half Sheets.....	18.00@19.00			
TRIMMINGS:				
Regular.....	18.00@18.50			

¹Includes heifer 450 pounds down at Chicago. ²Includes "skins on" at New York and Chicago. ³Includes sides at Boston and Philadelphia.

NEWS OF THE RETAILERS

Percy Rake has sold meat business in Schreeder Building, Woodland, Wash., to R. D. Thunder and B. E. Hiester.

J. J. Sedey opened meat business at 317 Grant ave., Eveleth, Minn.

C. E. Winter, Minneapolis, Minn., will open meat business at 3133 Fourth ave., South.

E. A. Bunce opened meat business at Stillwater, Minn.

Harold Ball has leased meat market of Arthur Geukes in Middleville, Mich.

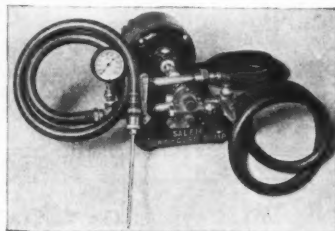
BUYERS GUIDE to new machinery, equipment and supplies

COMPACT PICKLE PUMP

The practice of artery pumping of hams, tongues, briskets, etc., is growing rapidly, and the pickle pump, accordingly, is becoming an increasingly important piece of equipment in the meat packing plant.

A number of advantages are claimed for the pump shown in the accompanying illustration. Among these are:

- 1.—Moistureproof motor direct connected to gear pump on base casting.
- 2.—Bronze pump machined so accurately that it will easily handle 100 lbs. pressure.
- 3.—A pressure gauge to show exact pressure at which relief valve is operating.
- 4.—Relief valve conveniently mounted in pump to accommodate different classes of meat where higher or lower pressure is wanted.
- 5.—Lever valve located handy to operator; will open and close brine line positively.
- 6.—Extra heavy flexible intake and discharge hose are easily connected to pump with heavy brass couplings.



SURE-CURE PICKLE PUMP

7.—Both spray and artery needles are improved stainless steel. Needles will stand highest pumping pressure and have removable tips to facilitate thorough cleansing.

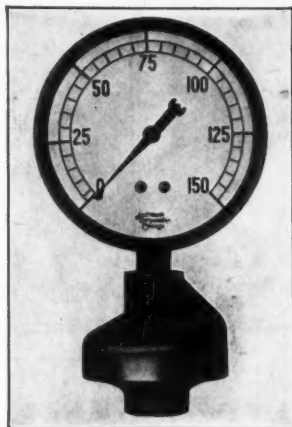
8.—The unit meets all pure food laws and is designed to help the packer cure his meat quickly and well.

Pump is manufactured by the Salem Tool Co., Salem, O., and is marketed under the trade name "Sure-Cure."

PRESSURE GAUGE FOR FATS

New type pressure gauge shown in accompanying illustration, a product of the Jas. P. Marsh Corp., Chicago, is designed for use on viscous liquids, including tallow, grease, glue, etc., where the ordinary bourdon type gauge will clog

and become inoperative. It can be used to indicate pressure or liquid level.



Gauge combines a standard bourdon type gauge and a diaphragm housing, the whole system being filled with non-freezing, non-compressible liquid. Pressure applied to diaphragm causes liquid to operate bourdon tube and movement, resulting in accurate and sensitive indication of pressure changes.

SMALL AIR COMPRESSORS

A new line of fractional horsepower air compressors, suitable for use in the small sausage kitchen and in other locations about the meat packing plant, has been announced by Ingersoll-Rand Co. They are available in 1/4 to 1/2 h.p. sizes, have automatic start and stop control and are equipped with a new style seamless steel tank and check valve. Both 1/4 and 1/2 h.p. sizes are available on a 2.4 cu. ft. tank. The 1/2 h.p. size is also furnished with a 4.6 cu. ft. tank in either vertical or horizontal mounting.

NEW STOCKINET FIRM

C. C. Carroll has severed his connection with the Wynantskill Mfg. Co. and will engage for himself in the business of servicing the meat industry with stockinet materials. The Nolan family, whose members were originators of many improvements in stockinet products for packinghouse use, are interested with Mr. Carroll in the new venture, and the new firm is prepared to offer the same superior service and quality and advanced design in meat bags characteristic of their earlier endeavors.

New Trade Literature

Dust Prevention (NL 422).—A 4-page folder describing how to dustproof driveways, parking spaces, etc., with calcium chloride. Treatment is said to be economical, harmless and easy to apply.—Solvay Sales Corp.

Measuring Fillers (NL 423).—Catalog No. 44, in which is illustrated and described the complete line of Harrington lard measuring fillers. Specifications are given for various units from smallest to those with capacity of 3,600 one-lb. cartons or 500 fifty-lb. tubs or cans per hour. Packers with lard packaging problems will find much of interest in this booklet.—Allbright-Nell Co.

Cooling and Heating (NL 424).—A 12-page illustrated booklet describing equipment available for industrial air conditioning, refrigeration and space heating, ranging from the one-room "weathermaker" to a self-contained centrifugal refrigerating machine for use in large scale commercial air conditioning installations. A feature is an explanation of conditions under which the equipment operates best.—Carrier Corp.

Diesel Generating Sets (NL 425).—Bulletin 3600-A2 describes and illustrates construction and application of model 36-A Diesel generating sets, widely used in industrial plants either as independent units carrying the entire power load or for parallel or auxiliary operation in conjunction with other electric service.—Fairbanks, Morse & Co.

To obtain information on new trade literature mentioned in THE NATIONAL PROVISIONER, write:

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef			Cor. week, 1936.		
Week ended Sept. 29, 1937.					
Prime native steers—			16	@ 16 1/2	
400-600	26 1/2	@ 27 1/2	15 1/2	@ 16	
600-800	26 1/2	@ 27 1/2	14 1/2	@ 15 1/2	
800-1000	27 1/2	@ 28 1/2			
Good native steers—			15 1/2	@ 16	
400-600	25	@ 25 1/2	14 1/2	@ 15 1/2	
600-800	25	@ 25 1/2	14	@ 14 1/2	
800-1000	25	@ 25 1/2			
Medium steers—			15	@ 15 1/2	
400-600	22	@ 22 1/2	14	@ 14 1/2	
600-800	22	@ 22 1/2	13 1/2	@ 14	
800-1000	22	@ 22 1/2	14 1/2	@ 15	
Heifers, good, 400-600	22	@ 23	9 1/2	@ 10 1/2	
Cows, 400-600	11 1/2	@ 14	9	@ 10	
Hind quarters, choice		@ 33		@ 13	
Fore quarters, choice		@ 21			

Beef Cuts					
Steer loins, prime	@ 56	@ 31			
Steer loins, No. 1	@ 50	@ 28			
Steer loins, No. 2	@ 40	@ 27			
Steer short loins, prime	@ 73	@ 42			
Steer short loins, No. 1	@ 63	@ 33			
Steer short loins, No. 2	@ 44	@ 32			
Steer loin ends (hips)	@ 37	@ 24			
Steer loin ends, No. 2	@ 36	@ 23			
Cow loins	@ 28	@ 18			
Cow short loins	@ 32	@ 21			
Cow loin ends (hips)	@ 18	@ 15			
Steer ribs, prime	@ 40	@ 19			
Steer ribs, No. 1	@ 40	@ 17 1/2			
Steer ribs, No. 2	@ 38	@ 16 1/2			
Cow ribs, No. 1	@ 18	@ 11			
Cow ribs, No. 2	@ 13	@ 10			
Steer rounds, prime	@ 23 1/2	@ 15 1/2			
Steer rounds, No. 1	@ 21 1/2	@ 14 1/2			
Steer rounds, No. 2	@ 21	@ 14			
Steer chuck, prime	@ 20	@ 12			
Steer chuck, No. 1	@ 19	@ 12			
Steer chuck, No. 2	@ 18	@ 11 1/2			
Cow rounds	@ 13 1/2	@ 12 1/2			
Cow chucks	@ 12 1/2	@ 8			
Steer plates	@ 15	@ 7 1/2			
Medium plates	@ 15	@ 7 1/2			
Briskets, No. 1	@ 23	@ 11 1/2			
Steer navel ends	@ 13	@ 7			
Cow navel ends	@ 10	@ 6 1/2			
Fore shanks	@ 10	@ 6			
Strip loins, No. 1	@ 87	@ 50			
Strip loins, No. 2	@ 60	@ 40			
Sirloin butts, No. 1	@ 40	@ 26			
Sirloin butts, No. 2	@ 25	@ 18			
Beef tenderloins, No. 1	@ 80	@ 55			
Beef tenderloins, No. 2	@ 65	@ 40			
Rump butts	@ 14	@ 11 1/2			
Flank steaks	@ 24	@ 20			
Shoulder clods	@ 16	@ 12			
Hanging tenderloins	@ 18	@ 12			
Insides, green, 6@8 lbs.	@ 16 1/2	@ 13			
Knuckles, green, 5@6 lbs.	@ 16 1/2	@ 13			

Beef Products					
Brains (per lb.)	@ 9	@ 7			
Hearts	@ 11	@ 10			
Tongues	@ 19	@ 18			
Sweetbreads	@ 22	@ 15			
Ox-tail, per lb.	@ 10	@ 7			
Fresh tripe, plain	@ 9	@ 9			
Fresh tripe, H. C.	@ 11 1/2	@ 11 1/2			
Livers	@ 20	@ 18			
Kidneys, per lb.	@ 9	@ 10			

Veal					
Choice carcass	@ 20	@ 21	16	@ 17	
Good carcass	@ 19	@ 19	14	@ 15	
Good saddles	@ 25	@ 26	19	@ 21	
Good racks	@ 14	@ 18	12	@ 14	
Medium racks	@ 10	@ 11		@ 10	

Veal Products					
Brains, each	@ 10	@ 9 1/2			
Sweetbreads	@ 35	@ 35			
Calf livers	@ 35	@ 35			

Lamb					
Choice lambs	@ 21	@ 17			
Medium lambs	@ 19	@ 15			
Choice saddles	@ 25	@ 20			
Medium saddles	@ 23	@ 18			
Choice fores	@ 17	@ 14			
Medium fores	@ 16	@ 12			
Lamb fries, per lb.	@ 30	@ 25			
Lamb tongues, per lb.	@ 15	@ 15			
Lamb kidneys, per lb.	@ 20	@ 20			

Mutton					
Heavy sheep	@ 9	@ 6			
Light sheep	@ 11	@ 8			
Heavy saddles	@ 11	@ 8			
Light saddles	@ 13	@ 10			
Heavy fores	@ 7	@ 4			
Light fores	@ 9	@ 6			
Mutton legs	@ 13	@ 11			
Mutton loins	@ 10	@ 8			
Mutton stew	@ 6 1/2	@ 5			
Sheep tongues, per lb.	@ 12 1/2	@ 12 1/2			
Sheep heads, each	@ 14	@ 10			

Fresh Pork and Pork Products

Pork loins, 8@10 lbs. av.	@ 27	@ 23
Picnics	@ 20	@ 15
Skinned shoulders	@ 19 1/2	@ 16
Tenderloins	@ 40	@ 32
Spare ribs	@ 20	@ 14
Back fat	@ 19	@ 13
Boston butts	@ 26	@ 21
Boneless butts, cellar trim, 2@4	@ 30	
Hocks	@ 13	@ 10
Tails	@ 13	@ 10
Neck bones	@ 8	@ 4 1/2
Silp bones	@ 13	@ 12 1/2
Pigs' feet	@ 6	@ 5
Kidneys, per lb.	@ 10	@ 9
Livers	@ 13	@ 9 1/2
Brains	@ 9	@ 8
Ears	@ 6	@ 6
Snouts	@ 10	@ 9
Heads	@ 10	@ 8
Chitterlings	@ 6	@ 6

DRY SALT MEATS

Clear bellies, 14@16 lbs.	@ 16 1/2	@ 16 1/2
Clear bellies, 18@20 lbs.	@ 16 1/2	@ 16 1/2
Rib bellies, 25@30 lbs.	@ 16 1/2	@ 16 1/2
Fat backs, 10@12 lbs.	@ 17 1/2	@ 17 1/2
Fat backs, 14@16 lbs.	@ 17 1/2	@ 17 1/2
Regular plates	@ 15 1/2	@ 15 1/2
Jowl butts	@ 15 1/2	@ 15 1/2

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	27 1/2 @ 28 1/2	
Fancy skd. hams, 14@16 lbs., parchment paper	29 @ 29 1/2	
Standard reg. hams, 14@16 lbs., plain	25 1/2 @ 26	
Picnics, 4@8 lbs., short shanks, plain	25 @ 26	
Picnics, 4@8 lbs., long shank, plain	22 1/2 @ 23 1/2	
Fancy bacon, 6@8 lbs., parchment paper	35 1/2 @ 36 1/2	
Standard bacon, 6@8 lbs., plain	30 @ 31	
No. 1 beef sets, smoked	28 @ 29	
Insides, 8@12 lbs.	26 @ 27	
Outsides, 5@9 lbs.	26 @ 27	
Knuckles, 5@9 lbs.	26 @ 27	
Cooked hams, choice, skin on, fattened	@ 42 1/2	
Cooked hams, choice, skinless, fattened	@ 45	
Cooked picnics, skin on, fattened	@ 31	
Cooked picnics, skinless, fattened	@ 32	

BARRELED PORK AND BEEF

Meat pork, regular	@ 34.00	
Family back pork, 24 to 34 pieces	@ 35.00	
Family back pork, 35 to 45 pieces	@ 38.00	
Clear back pork, 40 to 50 pieces	@ 35.00	
Clear plate pork, 25 to 35 pieces	@ 31.50	
Bean pork	@ 35.00	
Brisket pork	@ 35.00	
Plate beef	@ 24.00	
Extra plate beef, 200-lb. bbls.	@ 25.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$18.60	
Lamb tongues, short cut, 200-lb. bbl.	60.00	
Regular tripe, 200-lb. bbl.	21.25	
Honeycomb tripe, 200-lb. bbl.	26.00	
Pocket honeycomb tripe, 200-lb. bbl.	27.00	

LARD

Prime steam, cash, Bd. trade	@ 11.17 1/2 ax	
Prime steam, loose, Bd. trade	@ 11.37 1/2 n	
Refined lard, tierces, f.o.b. Chgo.	@ .13 1/2	
Kettle rend., tierces, f.o.b. Chgo.	@ .14 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ .14 1/2	
Neutral, tierces, f.o.b. Chicago	@ .14 1/2	
Compound, reg. tierces, c.a.f.	@ .10 1/2	

OLEO OIL AND STEARINE

Extra oleo oil	12 1/2 @ 12 1/2	
Prime No. 2 oleo oil	11 1/2 @ 11 1/2	
Prime oleo stearine, edible	8 1/2 @ 9	

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b. Valley points, prompt	@ 6	
White deodorized, in bbls., f.o.b. Chgo.	9 1/2 @ 9 1/2	
Yellow, deodorized, in bbls., f.o.b. Chgo.	9 1/2 @ 9 1/2	
Soap stock, 50% f.f.a. f.o.b. mills	1 1/2 @ 1 1/2	
Soya bean oil, f.o.b. mills	5 1/2 @ 6	
Corn oil, in tanks, f.o.b. mills	6 1/2 @ 6 1/2	
Cocconut oil, sellers' tanks, f.o.b. coast	4 1/2 @ 4 1/2	
Refined in bbls., f.o.b. Chicago	@ 9 1/2	

OLEOMARGARINE

(F. O. B. CHICAGO.)

White domestic vegetable margarine	@ 15	
White animal fat margarine, in 1 lb. cartons, rolls or prints	@ 15	
Puff paste (water churned)	@ 14	
(milk churned)	@ 14 1/2	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. carton	@ 32
Country style sausage, fresh in link	@ 27 1/2
Country style sausage, fresh in bulk	@ 24 1/2
Country style sausage, smoked	@ 29 1/2
Frankfurters, in sheep casings	@ 25 1/2
Frankfurters, in hog casings	@ 24 1/2
Bologna in beef bungs, choice	@ 20
Bologna in beef middles, choice	@ 20
Liver sausage in beef rounds	@ 18 1/2
Liver sausage in hog bungs	@ 21
Smoked liver sausage in hog bungs	@ 22
Head cheese	@ 21 1/2
New England luncheon specialty	@ 27 1/2
Minced luncheon specialty, choice	@ 21
Tongue sausage	@ 29 1/2
Blood sausage	@ 19 1/2
Souse	@ 20 1/2
Polish sausage	@ 25 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 44
Thuringer cervelat	@ 24
Farmer	@ 32
Holsteiner	@ 29
B. C. salami, choice, in hog bungs	@ 40
Milano, salami, choice in hog bungs	@ 41
B. C. salami, new condition	@ 24
Frisses, choice, in hog middles	@ 40
Genoa style salami, choice	@ 48
Pepperoni, new condition	@ 58
Mortadella	@ 23
Capicola	@ 50
Italian style hams	@ 40
Virginia hams	@ 46

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—	
Small tins, 2 to crate	\$6.00
Frankfurt style sausage, in sheep casings—	
Small tins, 2 to crate	\$7.50
Smoked link sausage, in hog casings—	
Small tins, 2 to crate	\$6.75

SAUSAGE MATERIALS

(F. O. B. CHICAGO.)

Regular pork trimmings	17 1/2 @ 18
Special lean pork trimmings	19 @ 19 1/2
Extra lean pork trimmings	20 @ 21
Pork cheek meat	15 @ 16
Pork hearts	@ 9 1/2
Pork livers	11 @ 11 1/2
Native boneless bull meat (heavy)	@ 13 1/2
Shank meat	12 1/2 @ 12 1/2
Boneless chucks	@ 12 1/2
Beef trimmings	@ 11 1/2
Beef cheeks (trimmed)	@ 10
Dressed canners, 350 lbs. and up	8 1/2 @ 8 1/2
Dressed cutter cows, 400 lbs. and up	9 1/2 @ 9 1/2
Dr. bologna hams, 600 lbs. and up	@ 10 1/2
Pork tongues, canner trim, S. P.	@ 16

CURING MATERIALS

Nitrite of soda (Chgo. w'hee stock):	Cwt.
In 425-lb. bbls., delivered	\$ 9.00
Saltpetre, less than ten lots:	
Dbl. refined granulated	6.40
Small crystals	7.40
Medium crystals	7.75
Large crystals	8.15
Dbl. retd. gran. nitrate of soda	3.50
Salt, per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:	
Granulated	6.80
Medium, undried	9.30
Medium, dried	9.80
Rock	6.80
Sugar—	
Raw, 96 basis, f.o.b. New Orleans	@ 3.20
Second sugar, 90 basis	None
Standard gran., f.o.b. refiners (2%)	@ 5.00
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.50
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%	@ 4.30
Dextrose, in car lots, per cwt.	@ 4.11

(Continued on page 47.)

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

Investigate

WHAT THESE PACKERS OFFER



BEEF • PORK • VEAL • LAMB

CANNED FOODS

HAMS • BACON • LARD • SAUSAGE

We specialize in carlot beef sales

JOHN MORRELL & CO.

General Offices: OTTUMWA, IOWA

Packing Plants: OTTUMWA, IOWA; SIOUX FALLS, SOUTH DAKOTA; TOPEKA, KANSAS

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NIAGARA BRAND

HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF - PORK - SAUSAGE - PROVISIONS

BUFFALO - OMAHA - WICHITA

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St. Louis

Shippers of Straight and Mixed Cars

**Pork — Beef — Sausage — Provisions
HAMS and BACON**

"Deliciously Mild"

New York Office — 259 W. 14th St.

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Murphy & Decker, Boston, Mass. H. D. Amis { Washington, D.C.
M. Weinstein Co., Philadelphia, Pa. { Baltimore, Md.

THE E. KAHN'S SONS CO.

CINCINNATI, O.

**"AMERICAN BEAUTY"
HAMS AND BACON**

**Straight and Mixed Cars of Beef,
Veal, Lamb and Provisions**

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NEW YORK	PHILADELPHIA	WASHINGTON	BOSTON
H. L. Woodruff	W. C. Ford	Clayton P. Lee	P. G. Gray Co.
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Philadelphia Scrapple a Specialty

John J. Felin & Co., Inc.

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New York Branch: 407-09 West 13th St.

HAMS • BACON • LARD • DELICATESSEN

Arbogast & Bastian Company

MEAT PACKERS and PROVISION DEALERS

WHOLESALE SLAUGHTERERS OF

CATTLE, HOGS, SHEEP AND CALVES

U. S. GOVERNMENT INSPECTION

ALLENTOWN, PA.

Vogt's

**Liberty
Bell Brand**

**Hams—Bacon—Sausages—Lard—Scrapple
F. G. VOGT & SONS, INC.—PHILADELPHIA, PA.**

Chicago Markets

(Continued from page 45.)

SPICES

(Basis Chicago, original bbls., bags or bales.)

	Whole.	Ground.
	Per lb.	Per lb.
Allspice, Prime	16	17 1/2
Resifted	10 1/2	18
Chili Pepper, Fancy	23 1/2	24 1/2
Chili Powder, Fancy	22	22
Cloves, Amboyana	27	31
Madagascar	18 1/2	22 1/2
Zanzibar	21	24 1/2
Ginger, Jamaica	18 1/2	20
African	17	19
Mace, Fancy Banda	65	70
East India	60	65
E. I. & W. I. Blend	60	65
Mustard Flour, Fancy	22 1/2	23 1/2
No. 1	15	15
Nutmeg, Fancy Banda	26	26
East India	25	25
E. I. & W. I. Blend	25	25 1/2
Paprika, Extra Fancy	28	28
Fancy	28	28
Hungarian, Fancy	24	24
Peppina Sweet Red Pepper	26 1/2	26 1/2
Pimex (220-lb. bbls.)	28 1/2	28 1/2
Pepper, Cayenne	17 1/2	17 1/2
Red Pepper, No. 1	10 1/2	10 1/2
Pepper, Black Aleppy	7 1/2	9
Black Lampung	7 1/2	9
Black Tellicherry	10 1/2	12
White Java Muntok	12	13 1/2
White Singapore	11	12 1/2
White Packers	12	12

SEEDS AND HERBS

	Whole.	Sausage.
	Per lb.	Per lb.
Caraway Seed	21 1/2	25 1/2
Celery Seed, French	11 1/2	14
Cominos Seed	10	10
Coriander Morocco Bleached	8 1/2	10
Coriander Morocco Natural No. 1	8 1/2	10
Mustard Seed, Cal. Yellow	9	12 1/2
American	8	11 1/2
Marjoram, French	19	23
Oregano	18	16
Sage, Dalmatian Fancy	8 1/2	10
Dalmatian No. 1	8	9 1/2

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef casings:	
Domestic rounds, 180 pack	@ 18
Domestic rounds, 140 pack	@ 32
Export rounds, wide	@ 40
Export rounds, medium	@ 28
Export rounds, narrow	@ 42
No. 1 weasands	@ 06
No. 2 weasands	@ 05
No. 1 bungs	@ 17
No. 2 bungs	@ 13
Middles, regular	@ 35
Middles, select, wide, 2@2 1/2 in.	@ 45
Middles, select, extra wide, 2 1/2 in. and over	.75 @ 80
Dried bladders:	
12-15 in. wide, flat	.70
10-12 in. wide, flat	.60
8-10 in. wide, flat	.40
6-8 in. wide, flat	.80
Hog casings:	
Narrow, per 100 yds.	2.40
Narrow, speck, per 100 yds.	2.30
Medium, regular	2.10
English medium	1.75
Wide, per 100 yds.	1.40
Extra wide, per 100 yds.	1.20
Export bungs	.27
Large prime bungs	.22
Medium prime bungs	.15
Small prime bungs	.12
Middles, per set	.18
Stomachs	.11

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, medium to good	\$ @ 14.00
Steers, medium	12.00 @ 13.25
Steers, common and medium	@ 11.00
Cows, good	@ 8.75
Cows, common to medium	6.75 @ 8.00
Cows, low cutter to cutter	4.25 @ 6.50
Heifers, cutter to medium	7.50 @ 9.50
Bulls, common to medium	6.50 @ 7.75

LIVE CALVES

Vealers, choice	\$ @ 13.00
Vealers, medium to good	10.00 @ 12.50
Calves, good and choice	@ 10.10
Calves, medium and good	8.00 @ 9.00
Calves, common and medium	down to 6.00

LIVE HOGS

Hogs, good to choice, 160-200 lbs.	\$ @ 12.65
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LIVE LAMBS

Lambs, good and choice	\$ @ 10.75
Lambs, good	@ 10.50
Lambs, cull and common	7.00 @ 7.50
Ewes, good	@ 5.00

DRESSED BEEF

City Dressed.

Choice, native, heavy	.29 @ 32
Choice, native, light	.28 @ 31
Native, common to fair	.24 @ 27

Western Dressed Beef.

Native steers, 600 @ 800 lbs.	.26 @ 28
Native choice yearlings, 440 @ 600 lbs.	.26 @ 28
Good to choice heifers	.22 @ 24
Good to choice cows	.18 @ 20
Common to fair cows	.15 @ 17
Fresh bologna bulls	.11 1/2 @ 12 1/2

BEEF CUTS

	Western.	City.
No. 1 ribs	.35 @ 37	37 @ 42
No. 2 ribs	.32 @ 34	32 @ 36
No. 3 ribs	.24 @ 28	25 @ 30
No. 1 loins	.45 @ 48	46 @ 52
No. 2 loins	.38 @ 40	40 @ 44
No. 3 loins	.30 @ 32	30 @ 34
No. 1 blinds and ribs	.31 @ 33	33 @ 36
No. 2 blinds and ribs	.25 @ 30	26 @ 32
No. 1 rounds	.22 @ 23	23 @ 24
No. 2 rounds	.21 @ 22	21 @ 22
No. 3 rounds	.19 @ 20	19 @ 20
No. 1 chucks	.23 @ 25	24 @ 26
No. 2 chucks	.20 @ 21	20 @ 23
No. 3 chucks	.19 @ 20	20 @ 21
Bolognas	.11 1/2 @ 12 1/2	
Rolls, reg. 6 @ 8 lbs. av.	.23 @ 25	
Rolls, reg. 4 @ 6 lbs. av.	.18 @ 20	
Tenderloins, 4 @ 6 lbs. av.	.50 @ 60	
Tenderloins, 5 @ 6 lbs. av.	.50 @ 60	
Shoulder clods	.16 @ 18	

DRESSED VEAL

Good	.21 @ 22
Medium	.20 @ 21
Common	.18 @ 20

DRESSED SHEEP AND LAMBS

Lambs, spring, prime	.21 @ 22
Lambs, spring, good	.20 @ 21
Lambs, 38 lbs. down	.18 @ 20
Sheep, good	.11 @ 13
Sheep, medium	.9 @ 11

DRESSED HOGS

Hogs, good and choice (90-140 lbs.)	\$18.25 @ 18.75
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FRESH PORK CUTS

Pork loins, fresh, Western, 10 @ 12 lbs.	@ 27
Pork tenderloins, fresh	@ 39
Pork, tenderloins, frozen	@ 39
Shoulders, Western, 10 @ 12 lbs. av.	@ 22
Butts, boneless, Western	@ 28
Butts, regular, Western	@ 27
Hams, Western, fresh, 10 @ 12 lbs. av.	@ 25
Picnic hams, West. fresh, 6 @ 8 lbs. av.	@ 18
Pork trimmings, extra lean	@ 23
Pork trimmings, regular 50% lean	@ 19
Spareribs	@ 18

SMOKED MEATS

Regular hams, 8 @ 10 lbs. av.	.28 @ 29
Regular hams, 10 @ 12 lbs. av.	.28 @ 29
Regular hams, 12 @ 14 lbs. av.	.27 1/2 @ 28 1/2
Skinned hams, 10 @ 12 lbs. av.	.28 1/2 @ 29 1/2
Skinned hams, 12 @ 14 lbs. av.	.29 1/2 @ 30 1/2
Skinned hams, 16 @ 18 lbs. av.	.27 1/2 @ 28 1/2
Skinned hams, 18 @ 20 lbs. av.	.27 @ 28
Picnics, 4 @ 6 lbs. av.	.24 1/2 @ 25 1/2
Picnics, 6 @ 8 lbs. av.	.23 1/2 @ 24 1/2
City pickled bellies, 8 @ 12 lbs. av.	.23 @ 24
Bacon, boneless, Western	.33 1/2 @ 34 1/2
Bacon, boneless, city	.33 @ 34
Rollettes, 8 @ 10 lbs. av.	.24 1/2 @ 25 1/2
Beef tongue, light	@ 24
Beef tongue, heavy	@ 25

FANCY MEATS

Fresh steer tongues, untrimmed	16c a pound
Fresh steer tongues, i. c. trimmed	25c a pound
Sweetbreads, beef	35c a pound
Sweetbreads, veal	70c a pair
Beef kidneys	14c a pound
Mutton kidneys	4c each
Livers, beef	25c a pound
Oxtails	16c a pound
Beef hanging tenders	30c a pound
Lamb fries	12c a pair

BUTCHERS' FAT

Shop Fat	\$2.75 per cwt.
Breast Fat	3.50 per cwt.
Edible Suet	5.25 per cwt.
Inedible Suet	4.00 per cwt.

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	.16	2.35	2.60	2.65	3.10
Prime No. 2 veals	.15	2.15	2.40	2.45	2.80
Buttermilk No. 1	.13	2.05	2.30	2.35	
Buttermilk No. 2	.12	1.90	2.15	2.20	
Branded gruby	7	1.05	1.20	1.25	1.50
Number 3	7	1.05	1.20	1.25	1.50

BONES AND HOOFS

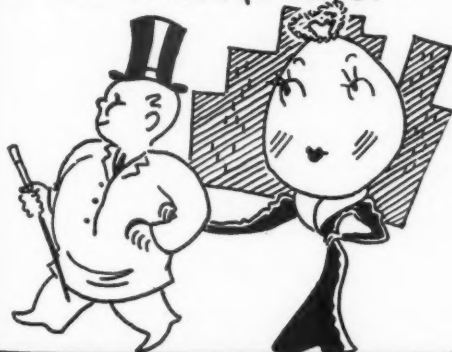
	Per ton.
Round shins, heavy, delivered basis	\$80.00 @ 85.00
light, delivered basis	70.00 @ 75.00
Flat shins, heavy, delivered basis	@ 70.00
light, delivered basis	@ 65.00
Thighs, blades and buttocks	@ 62.50
White hoofs	75.00
Black and striped hoofs	50.00

COOPERAGE

(Prices at Chicago)

Ash pork barrels, black hoops	\$1.47 1/2 @ 1.50
Ash pork barrels, galv. hoops	1.55 @ 1.57 1/2
Oak pork barrels, black hoops	1.87 1/2 @ 1.90
Oak pork barrels, galv. hoops	1.45 @ 1.47 1/2
White oak ham tierces	2.32 1/2 @ 2.35
Red oak lard tierces	2.07 1/2 @ 2.10
White oak lard tierces	2.17 1/2 @ 2.20

Susie Sausage says:-



I'm not that kind of a girl, Mister. Can't you see from my natural casing that I'm very high class?

S. OPPENHEIMER & Co., Inc.

610 ROOT STREET
CHICAGO

470 WASHINGTON STREET
NEW YORK

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Superintendent

with many years practical all-around packing-house operating experience, covering beef or pork and small stock, slaughtering, processing, manufacturing, etc. Employed several years both medium and small plants as general superintendent. Organize and handle labor efficiently; operate plant with minimum cost. W-902, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Branch House or Plant Manager

Man with successful branch house and independent plant manager experience wants position. Knows the packinghouse business thoroughly. Understands costs, credits and finances. Good merchandiser. Can build up sales and profits. Excellent references. W-897, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Beef Salesman, Livestock Buyer

Combination beef salesman and livestock buyer is interested in securing position with packer. Thorough knowledge of all plant operations and handling of men. Willing to go anywhere. W-903, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Working Sausage Foreman

Position wanted by sausage maker and foreman. Lifetime experience, best references. Make full line of sausages, loaves, specialties, all cured meats, lard, compounds. Had full charge several places. Either small or large plant or start new plant. Reasonable salary. Address P. O. Box 771, Portland, Oregon.

Manufacturing Superintendent

Now available, high-class man who can build up your business with quality products of vacuum cooked meats, meat specialties, bolognas, dried sausages, fanciest cold cuts, all canned meat products, mayonnaise, etc., also curing expert. Has worked successfully for best concerns. Consider only A-1 concern. Prefer personal interview. W-893, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Supervisor or Asst. Supt.

Energetic young man, with general experience in all departments, seeks connection with small, medium or large independent packer as supervisor or assistant superintendent. W-862, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Position wanted by experienced, capable sausage foreman. Thoroughly qualified through training and many years' experience to produce standard and high-grade sausage, loaves, specialties and baked and boiled hams. Excellent references. Married. Steady and sober. Can go anywhere. W-898, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Ill.

Superintendent

Wanted, position as superintendent, sales manager or supervisor: 25 years' experience selling and manufacturing packinghouse products. Principal interest is manufacturing and selling sausage and cooked meats. W-892, THE NATIONAL PROVISIONER, 407 S. Dearborn Street, Chicago, Ill.

Miscellaneous

Biochemical Investigations

Bacteriological and biochemical investigations related to meats and meat products. Lyons Research Laboratories, 204 S. Wisner St., Jackson, Michigan. D. C. Lyons, Ph. D., Dir.

Plants for Sale

Plant for Sale

For sale, modern packing plant in Missouri, now operating up to capacity. Owner desirous of retiring from business. Cash required about \$30,000. W-901, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago.

Sausage Factory

Excellent opportunity to buy modern, fully equipped sausage factory in town of 60,000 population near Chicago. Now doing good, active business in Chicago and suburbs. Will let go at sacrifice price for quick sale. For further particulars address FS-886, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Small Packing Plant

For sale, small packing plant in full operation in eastern Ohio, completely equipped with killing floor, sausage kitchen, smokehouses, livestock pens. Railroad siding at plant with three connecting railroads. Plenty of room for expansion, with 3,000,000 population in 40-mile radius; good livestock territory. Ideal location for branch house or small packer, who understands business. FS-888, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Retorts, Mixers, Conveyors

Wanted, retorts, mixing equipment, roller conveyors. W-899, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Label Machine

Wanted, label machine for 3 x 407 cans. W-900, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Equipment

Wanted to buy used grinder, cutter, mixer, cookers, and any sausage factory equipment. Describe fully quoting best price. Mulberry Market, Macon, Georgia.

Equipment for Sale

Used Packinghouse Equipment

For sale, 24-ton Frick ice machine with steam engine. Brownell boiler, Gem City boiler, Permutt water softener, cattle scale, track scales, pumps, lard cooking tank, blowers, tallow tanks, other items. For list and full particulars write to Geo. H. Alten, P. O. Box 428, Lancaster, Ohio.

M & M Hog

For sale, one Mitt & Merrill, Style 13 C. D. Hog, complete with coupling and mounted on base; one 60-HP 3-phase, 60-cycle, 220-volt, A. C. motor, 1200 R. P. M. Both complete for \$1,000 F.O.B. Utica, N. Y. in first-class condition. FS-881, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Used Equipment for Sale

For sale, "Boss" power hog casing cleaning machine, direct-connected; diameter of cylinder 17½ in., width 18 in., 3-horsepower motor, 220-volts, 3-phase, 60-cycle, alternating current. Good condition. Price \$345; 6 months to pay. Apply Wilmington Provision Company, Wilmington, Del.

Rendering Equipment

For sale, 2 reconditioned dry rendering cookers, size 5 ft. by 8 ft. Like new. W-896, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Sausage Molds

For sale, 250 wire sausage molds, size 14 in. x 4 in. x 4 in. Good condition. Oscar Mayer & Co., Inc., Madison, Wis.

Used Equipment for Sale

3 Anderson No. 1 Oil Expellers, motor driven, with 15-H.P., AC motors, complete with tempering apparatus; 2 Anderson RB Expellers; two 4 ft. x 9 ft. Mechanical Mfg. Co. Lard Rolls; 1 Allbright Nell 2½ ft. x 5 ft. Jacketed Dryer; 3 Bartlett & Snow Jacketed Digesters or Tankage Dryers 10' dia.; one 24 in. x 20 in. Type "B" Jeffrey Hammer Mill; one 24 in. x 16 in. Gruendler Hammer Mill; 2 Jay-Bee Hammer Mills, No. 2, No. 3, for Cracklings; 2 Mechanical Mfg. Co. Double Arm Meat Mixers; 1 Buffalo No. 23 Silent Cutter; 1 No. 41 Enterprise Meat Chopper; 1 "Boss" No. 166 Meat Chopper. Miscellaneous: Cutters, Grinders, Melters, Cookers, Rendering Tanks, Hydraulic Presses, Kettles, Pumps, etc. What have you for sale? Send us a list.

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14-19 Park Row, New York, N. Y.
Shops and Plant
331 Doremus Ave., Newark, N. J.

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UNITED DRESSED BEEF COMPANY J. J. HARRINGTON & COMPANY City Dressed Beef, Lamb and Veal, Poultry

Oleo Oils
Stearine
Tallow

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Calf Heads
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Pickled Skins
Packer Hides

Calf Skins
Horns
Cattle Switches

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43rd & 44th Streets
First Ave. and East River

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Murray Hill 4-2900

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ESTABLISHED 1882

NEW YORK
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HAMBURG

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PATENT SEWED CASINGS

Manufactured Under Sol May Methods

by the PIONEERS

of Sewed Sausage Casings

HOG BUNGS—HOG BUNG ENDS—BEEF MIDDLES

PATENT CASING COMPANY

617-23 West 24th Place

Chicago, Illinois

John Crampton & Company, Ltd.

Established 1849

MANCHESTER, 15

ENGLAND

The Leading Butchers' Supply House
in Great Britain and Ireland

Let Us Sell Your Products in
Great Britain and Ireland

Offers of Hog Casings Solicited

Sole U. K. Agents for The Visking Corporation, Chicago

C. A. BURNETTE CO.

CHICAGO, ILL.

—Commission Slaughterers—

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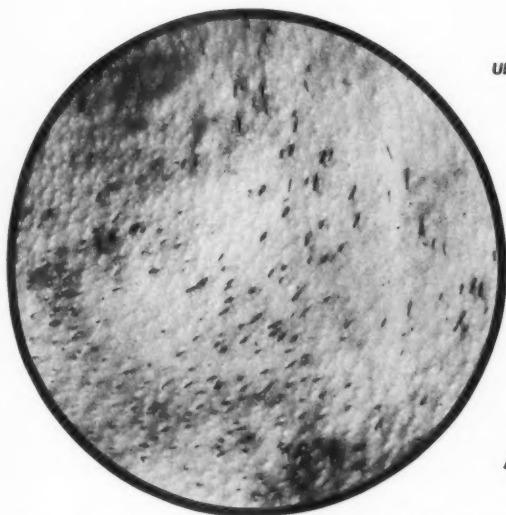
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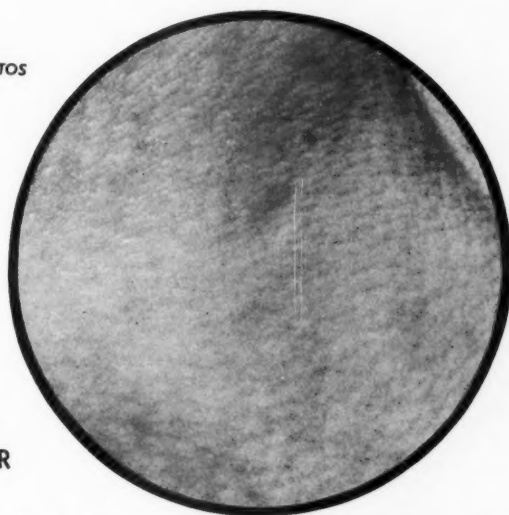
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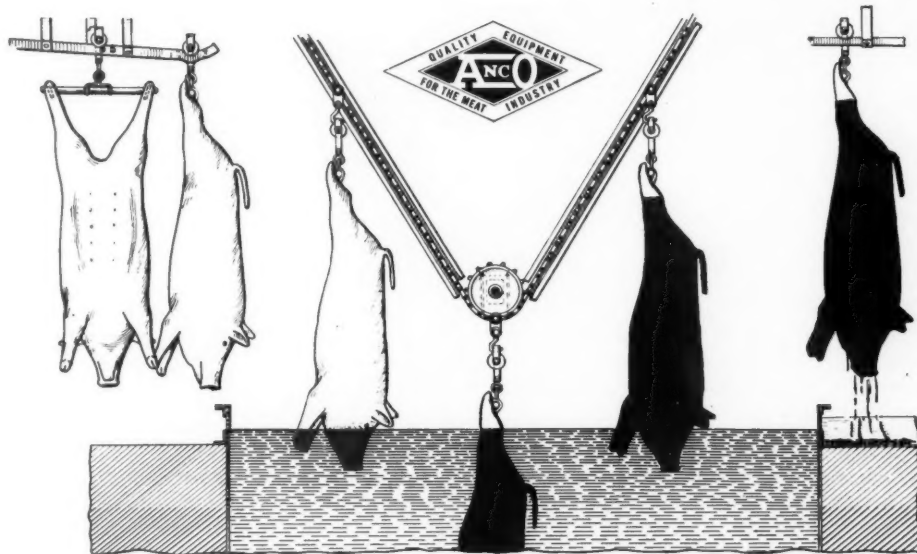
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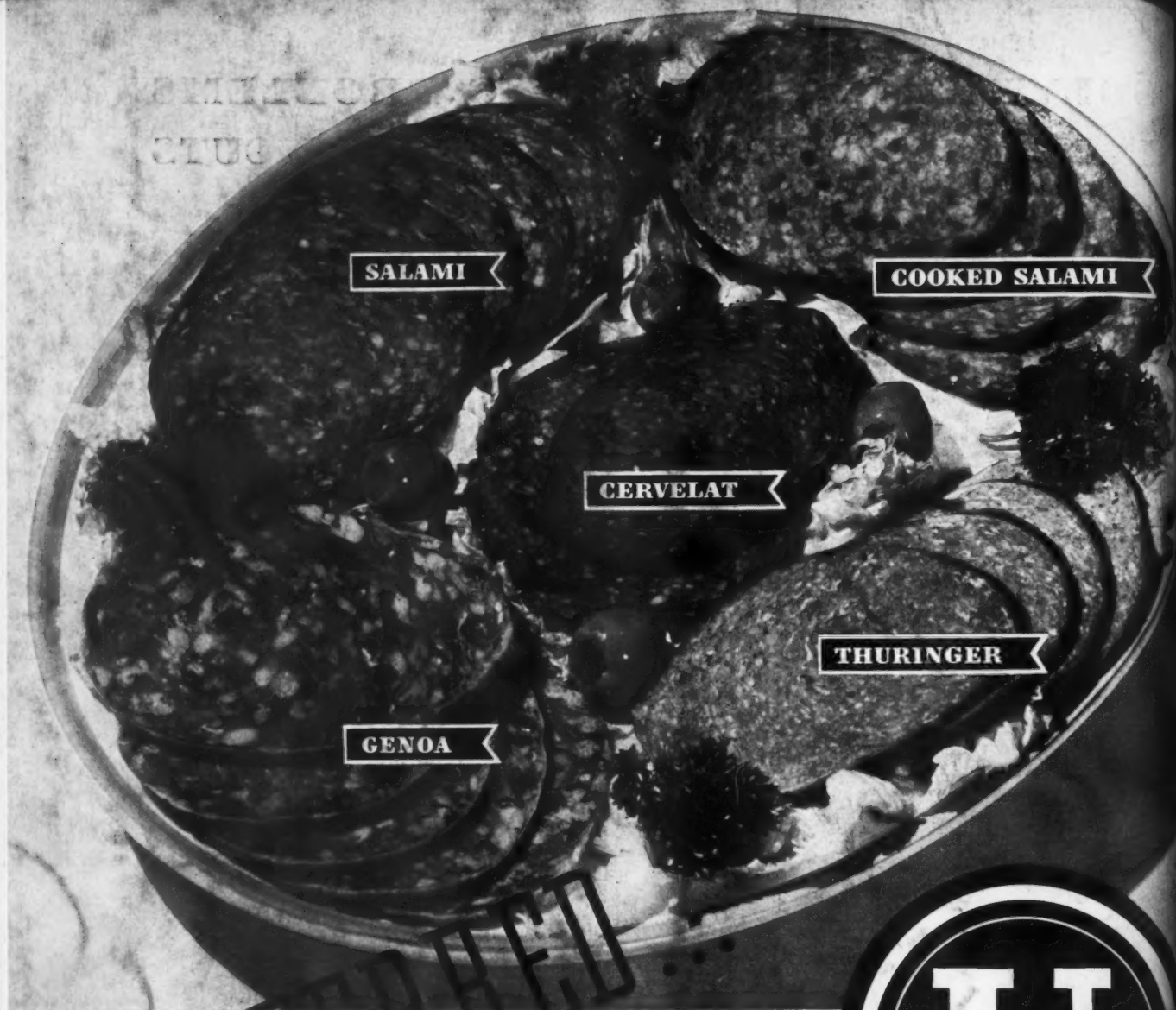
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